A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 15, 1963

EEC monetary report

How Soviets promote exports

Swedish Trade Mission report

Business Bulletins *from around the world*

ARGENTINA—Government encouraging entry of fertilizers by removing import surcharges of 20 and 40% of cost and freight value (depending on commodity). Also, fertilizers are exempt from miscellaneous taxes—such as 1½% consular fee and 10% sales tax. Statistical tax is cut to .03%. These actions initiated through Decree No. 4743, June 12, 1963.

AUSTRALIA—Country had visible trade surplus in May with exports topping imports by nearly $13 million, fourth successive month to record surplus. For 11 months ended May 31, overseas trade still showed deficit of more than $20 million—with 1 month of 1962-63 financial year remaining —compared to $403 million surplus at same time last year. Exports maintain almost same position as last year (they ended 1961-62 financial year at record level of almost $2.4 billion) but imports have increased sharply.

U.S. group to invest some $2.8 million in New South Wales cotton venture this year. Three holdings totaling 8,000 acres will be bought and 4,000 acres planted in first year of operation, for anticipated yield of some 8,000 bales, almost equal to total production in rest of country.

BELGIUM—Holding company, "Electrobe," reports investments of private power companies (excluding those generating solely for own use) reached record $63.6 million in 1962, 8.4% over 1961's $44.5 million.

Mid-April census of domestic wheat stocks reveals 328,000 metric tons of 1962 crop (equal to 28 weeks of normal consumption) still available. Stocks higher than expected and may create problems for Government in view of January 1 end of wheat-mixing regulations.

EL SALVADOR—President of Central Reserve Bank announces that First National City Bank of New York has been given permission to open first U.S. bank in El Salvador, with capital of $600,000. City Bank's new branch to start operations within 6 months.

FRANCE—IBM (International Business Machines) opens Research & Development Center near Nice, expected to stimulate establishment of other electronic firms in vicinity. Texas Instruments and Deutsch Instruments already building nearby; over 30 French companies apply for space in neighboring indutsrial zone, several intending to use IBM's data-computing facilities. Ultra-modern center can accommodate 450 engineers on 140,000 square feet of floor space.

Carl Libby, Houston, Mass., sets up subsidiary, "Libby-France," near Paris, to manufacture textile products, mainly zipper ribbons. Capital $100,000.

IRAN—National Iranian Oil Co. signs with Entrepose of France and Phoenix Rheinrohr, Stahlunion and Mannesmann of Germany for financing construction of Tehran oil refinery, Alborz-Tehran crude-oil pipeline and Sarajeh-Tehran gas pipeline. Refinery's initial capacity to be 50,000 barrels per day with operations scheduled to begin late 1965 or early 1966. Estimated costs are $85 million for refinery, $30 million for crude-oil pipeline, and $25 million for gas pipeline.

IRAQ—Government plans early implementation of several industrial projects at estimated over-all cost of $152 million. Included are: steel mill; glass factory; plants for fertilizer, sulphur extraction, pulp and paper, synthetic fibers, fine textiles; Kirkuk-Baghdad pipeline; and expansion of the Mosul spinning and weaving mill. Most projects are in planning or design stage. Major non-industrial projects scheduled for early implementation include Eski-Mosul dam, Dibis and al-Dalmaj irrigation projects, and new highways between Baghdad and Mosul and south.

SAUDI ARABIA—New mining code promulgated, including provisions designed to attract foreign capital (profit-sharing agreements, easy repatriation of income and capital, compensation, etc.). Details available from Bureau of International Commerce, Near East-South Asia Division (OIRE), Department of Commerce, Washington, D.C. 20230.

SINGAPORE—New to Singapore is Daiwa Ltd. (jointly owned by local and Japanese interests), beginning production of prefabricated buildings of all kinds and sizes using steel pipes and light-gauge steel sections manufactured in standard sizes and lengths. Firm claims its on-site assembly technique will cut costs 20% and fill great need for low-cost building, particularly factories and schools in Malaysian territories.

SPAIN—Decree extends to August 20 temporary 1.9% duty (normal rate: 19%) on imports of coking coal for iron and steel industry.

SWITZERLAND—Loans floated by foreign companies reported heavily oversubscribed: 20-million-franc ($4.6 million) issue of bonds offered for public subscription by Compania Sevillana de Electricidad (for 15 years at 5%); 40-million-franc ($9.3 million) loan floated on behalf of Eurofima (offered at 4½%); and loans of 30 million francs ($7 million) floated by French iron-and-steel company, Chatillon-Commentry, and 15 million francs ($3.5 million) by International Railroad Association for Refrigerated Transports —INTERFRIGO.

Country's first—and Europe's second—Kiwanis club chartered recently in Basel few days after establishment of Vienna's. Others to be opened in Zurich and Bern.

SYRIA—Agreement signed with USSR for $724,000 plant to produce 1.6 million cement railway ties. Plant, of Hungarian manufacture, to be shipped by Soviets within 12 months and start production in 1965. After tie requirements met, plant will be converted to manufacture other prestressed concrete products, including telephone poles.

TAIWAN—Western Electric Co., New York, concludes licensing agreement with Pacific Cable and Wire Co. of Taipei for manufacturing aluminum-sheathed telephone cables. Western Electric to make available patents for cable manufacture on royalty basis; half of new cables to be exported.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the back cover

Any U.S. company which sells its products abroad—and thus does its part to halt the flow of gold from this country—is entitled to let the public know about its contribution. One way to do this is to use the Badge of Honor in domestic advertising. See back cover for a brief description of how to get this symbol.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

July 15, 1963 Volume 69, Number 28

Special Reports

Sweden: ready market for U.S. goods
Pages 5-10

Brazil battles inflation
Page 15

FEATURES

2 **Soviet Bloc spends millions on multi-colored advertising**
3 **EEC monetary report stresses need for closer coordination**

TRADE FAIRS AND CENTERS

11 Textile machinery to be exhibited in West Germany
12 U.S. firms sell over $1 million at Frankfurt Center show
12 Food exhibitions planned in West Germany

U.S. GOVERNMENT ACTIONS

13 Alliance project expected to produce investments in Peru
14 GE gets contract for Indian nuclear plant through AID

WORLDWIDE BUSINESS OUTLOOK

16 Incomes high, prices stable in Spanish Equatorial Africa
17 Taiwan's outlook brightens, but more improvement needed
19 Private steel plant helps Colombia cut reliance on imports

FOREIGN GOVERNMENT ACTIONS

20 EEC standardizing drug controls
21 Japan changes investment rules
21 Mexico lifts control on sulphur

INVESTMENT OPPORTUNITIES

22 24 Swedish manufacturing techniques available
23 U.S. equipment, know-how asked in India

WORLD TRADE OPPORTUNITIES

25 Projects opened in several countries
26 Leads for exporters
37 Leads for importers
38 Bids sought for projects abroad
39 International representation; new trade lists; visiting buyers

New Books and Reports, page 40

Soviet bloc spends millions on multicolored advertising of exports to free world

Typography of most Western export journals looks staid by comparison with multilingual periodicals distributed in drive to promote Communist products

By WILLIAM KURYLCHEK
Staff Writer

The Soviet bloc countries, with all of their shortages of consumer goods, are spending millions of dollars on advertising to try to improve the marketing efficiency of their state-controlled economy by selling to non-communist countries.

Master propagandists, the communists recognize the vital economic functions of advertising and are grinding out an increasing number of smartly designed, multicolored, multilingual brochures and periodicals, making the economical typography of most Western export journals look staid by comparison.

The two-pronged objective of the Soviet bloc export campaign is:

1. Persuade the world of the benefits and advantages of communist economy.
2. Enter markets traditionally served by countries of the Free World in a vigorous quest for more trade.

Modern techniques

The Soviet new look in trade literature reflects an appreciation of the best in modern publicity techniques to help move their products, thus reaching millions of potential customers at a very small cost per customer.

This Madison Avenue approach to advertising is capturing the fancy of the world and has earned for the Soviets the paradoxical label of "international capitalist," according to Joseph S. Berliner, Associate Economics Professor, Syracuse University. Author of "Soviet Economic Aid," Berliner sees this Soviet splurge as a desire to make up for ground lost in foreign trade due to Stalin's policy and partly due to Western embargoes on strategic goods.

How the Soviets are waging this growing campaign of economic penetration can be seen in the pages of their color-

ful, expensively designed, advertising quarterly review, *Soviet Export*. Readers are invited, in English, French, German and Russian, to visit "wide open steppes with fields of golden grain rippling in the wind," and "cold turbulent northern waters and gently lapping waves of warm southern seas." Waiting to greet them are "industrious and hospitable peoples of 15 fraternal republics united in a happy and thriving community."

'High profits' bait

One issue assures prospective vodka importers of "high profits," a most un-Marxist term which no doubt is generating multilingual forms of "Heavens to Betsy!"

Capitalizing on the trade mark, the Soviets are pushing a "Sputnik" camera which is a "technically superb stereo-camera designed for producing and viewing stereoscopic pictures."

One Soviet economist has discovered that the trade mark "makes it possible for the consumer to select the goods which he likes. . . . This forces other firms to undertake measures to improve the quality of their own product in harmony with the demands of the consumer."

Varied commodities

Prominently displayed in their advertisements are trucks, cars, bicycles, tractors, pneumatic mining drills, mobile power plants, prefabricated homes, newsprint and atomic isotopes for research. And for "persons who are accustomed to comfort who will hardly want to deny themselves the elementary conveniences during their travel," a portable thermo-electric generator (attached to a kerosene lamp) is offered for use on a small radio.

Following their leader are the Soviet bloc countries. The Poles, Bulgars, Czechs, Hungarians and Rumanians all publish similar type publications, pushing exports in at least four languages and boasting of "economic cooperation with other countries," and stressing economic news and news of exhibitions and trade fairs.

Speaking of this communist economic penetration of the economy of the Free World, U.S. Department of Commerce Secretary Luther H. Hodges said recently, "We can . . . no longer be political internationalists and economic isolationists in our thinking. . . . We must think in global terms because it is in the world market that the vitality of our free enterprise system will be tested, not just in our domestic market."

EEC monetary report stresses need for closer coordination

Real integration of individual capital markets should boost business activity; report notes several unfavorable trends

The EEC's Monetary Committee, set up by the Rome Treaty to promote coordination of member states' monetary policies, issued its Fifth Report recently, in which it emphasized that further progress in the field of monetary coordination is both desirable and possible.

The Committee considers that the importance of harmonizing monetary policies among the EEC member countries will continue to grow as capital movements are further liberalized. It says that real integration of the capital markets of the individual EEC countries should result in businesses in each member country having completely free access to the capital markets in other member countries. The report states that this is not yet the case, and further liberalization is hampered by the fact that within the framework of the general objectives fixed by the Rome Treaty, the member states use different instruments and methods in applying their economic policies.

The report emphasizes that at the present stage of economic integration measures need not be identical, but rather that they should be concerted and effective. In accordance with an EEC Commission's proposal, mutual consultation among the member states would be desirable before decisions are taken on the main lines of internal and external monetary policies. The Committee has long supported and advocated this approach, but it feels there is room for even more systematic work along these lines.

The Committee report notes a relative slowdown in the growth rate of the Common Market's GNP, lower growth of fixed business investments accompanied by higher demand from the public and private sectors, rising agricultural prices, wage increases exceeding the rise in productivity and further deterioration in the Community's trade and overall payments balance in 1962. Although Germany has high gold and foreign exchange reserves, the Committee feels that further price rises might lead to a long term deterioration of competitiveness. However, any measures to limit demand in Germany should be selective, not across the board.

If income and credit policy measures already taken fail to check the potentially dangerous rise in prices and wages in France, measures will be needed to restrict overall demand in that country.

Efforts to reform the French financial markets, which would permit further expansion of investments and opening of the French market to foreign issues, are welcomed in the report.

According to the report, 1963 prospects for the EEC as a whole are for continued growth of fixed investments at the 1962 rate and some falling off in the rate of private and public consumption increase; a surplus on current transactions with third countries about the same as in 1962, with lower rates of increase in both exports and imports; and a growth of GNP about equal to 1962.

Small manufacturers urged to try foreign markets

Top representatives of railroads, shipping lines, public utilities, manufacturers, and exporters attended the June 25 Export Promotion Meeting sponsored by the Commerce Department's Savannah (Georgia) field office.

The importance of getting more small manufacturers into the exporting field was stressed by the principal speaker, Thomas S. Morgan, chairman of the Atlanta Regional Export Expansion Council. Joseph G. Stovall, director of the Savannah field office, introduced the speaker.

Congo (Brazzaville) okays patent, trademark accord

The agreement for setting up a patent and trademark office for the Union of African States and the Malagasy Republic (UAM) has been ratified by the Congo's (Brazzaville) National Assembly (Congolese Law No. 250, June 14, 1963), the U.S. Embassy in Brazzaville reports.

Neil Hurley named 'International Chicagoan of Year'

Activities as chairman of export expansion program cited in award

Neil C. Hurley, Jr., International Commerce's Man-About-The-World has been named the "International Chicagoan of the Year" by Chicago's Junior Association of Commerce.

The Chairman of the National Export Expansion Council, who doubles as chairman and president of the Thor Power Tool Company of Aurora, Illinois when he isn't writing his weekly column for this magazine, was cited for his part in boosting the U.S.'s Export Expansion Program. Mr. Hurley's company has several overseas branches.

Chicago's Ambassador to the World summed up his approach to the problem of boosting U.S. sales overseas as trying "to convince an American manufacturer wearing Scotch tweeds, a Swiss watch, an Italian necktie, with an Irish linen handkerchief in his pocket and puffing on a Philippine cigar while riding in a West German-made automobile that he can sell his American-made products to the same person from whom he buys his coffee."

ITT uses world network to meet Philippine contract

An $11.88 million contract for a nationwide telecommunication network employing tropospheric scatter to link the islands of Luzon, Cebu and Mindanao has been signed by the Philippine Government and ITT Philippines, Inc., a subsidiary of International Telephone and Telegraph Corporation.

Mainline microwave links will serve the larger centers within the islands, and VHF feeder links, the smaller ones. Both these and the troposcatter links will provide telephone and high-speed telegraph circuits. Telegraph switching equipment will be installed in a number of central locations, and crossbar telephone switching exchanges will be installed at 27 cities throughout the Philippines.

ITT will use the full resources of its worldwide system in carrying out the contract. Troposcatter links will be provided by ITT Federal Laboratories in Nutley, N.J.

Road to Huddersfield controversial, bouncy

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

London—A brilliantly executed book by one of the world's fine journalists, a wide ranging staff member of the Manchester Guardian, appeared this week in British book stalls and will be published in the United States by the Pantheon Division of Random House.

James Morris makes crystal clear that although commissioned by the World Bank to write it, in no sense is the "Road to Huddersfield" an advertisement or apologia. This he proves, and whatever the people at the Bank now think of it—and there must be occasional wistful afterthoughts that the whole idea was an error—he has given them a controversial, bouncy and exhilarating book, an imaginative bouillabaisse of colorful travel, garnished with lively reflections upon the world situation.

It all begins in Huddersfield, a town of woolen mills and engineering works on the moors and hills to the north of here, which Morris explains is where the Industrial revolution began, and perhaps it even did. Huddersfield, in any event, is a flashback, more of a frame of mind, that Morris weaves into a flag to collate present national desires of much of the world to emerge from pastoral calm to pubescent commerce.

The World Bank, or more formally, the International Bank for Reconstruction and Development, is a misty thread that binds the pages. Most of the while Morris is touring exotic lands, rather than walking Washington corridors, for he is insensitive to statistics and he writes of people, not of money, ledgers and bank interest.

All happiness, he feels need not come from a factory chimney. He is favorable to tetanus shots for children, irrigation to make a farmer's land fertile, perhaps better highways and railroads, but is pugnaciously hostile to whatever is factory mass produced. If one makes allowance for this resentment, this is a refreshingly provocative book vigorously opinionated, that glistens bright with polish, filled with nests of convictions that ripple and flow in effervescent grace.

Morris takes you for coffee to a pavement cafe in Buenaventura, where a mutilated beggar crawls at his feet in the filth, heat and degradation. You journey by foot at night with two Sardinian girls, leaving the roistering zest and excitement of the waterfront town of Cagliari, to walk to their home in the hills, some centuries away.

In Thailand, Morris muses if the laughing, gentle sparkle of Siamese life could be made happier by intensifying it with mills and dams to provide motor cars and transistor radios. You sit with him on a friendly doorstep by the market place in Harar, in the Eastern portion of Ethiopia, where graceful, lithe-limbed people gain piquant pleasure in everyday exhilaration, unaware that their ease and rustling music is, in the name of progress, to be destroyed.

Through it all, while Morris may miss the jarring staccato of power hammers splitting the jungle night, he hears at great distance soft and tender beats of a human heart.

If the Bank wished an eulogy they selected the wrong journalist, except when it is all over and the last word read, one somehow finds himself in sympathy and admiration, for the World Bank no longer is a frightening financial fortress. One feels it has its romantics, eccentrics, stage Irishmen and cranks, for which Morris longs; but the bowler hats and high collars, if indeed they are worn, fit people with whom sharing coffee would be normal, or a drink or a weekend, people who are both lively and boring, candid and cunning, able and not so able.

Some at the Bank, perhaps wondering at the choice of a pungent and polemical biographer, admittedly distrustful of the judgement of economists, may eventually find that Eugene Black, its long time president, had more perspicacity in his selection than, at first, was suspected. One leaves, at least, feeling that the Bank's bonds, if available, might be safely acquired.

Sweden a ready market for U.S. goods, reports newly returned Mission

Export opportunities head list of potentials for U.S. businessmen uncovered by trade development group

BY E. C. HIGBEE
Director, U.S. Trade Development Mission to Sweden

The U.S. Trade Development Mission to Sweden departed from the United States on May 6 equipped with more Business Proposals from U.S. firms than any other such Mission has taken. The members returned June 7 with nearly twice as many opportunities for exporters as for importers.

E. C. HIGHBEE

All members of the Mission felt that Sweden, with its high living standards and availability of disposable income, should be a ready market for many items of U.S. manufacture.

The 750 U.S. Business Proposals, in 32 commodity groupings, covered virtually all types of items manufactured—or services available—in the United States. By the end of their tour, the Mission had developed 318 specific trade opportunities, as follows: For U.S. exports to Sweden, 140 (44% of total); U.S. imports from Sweden, 76 (24%); licensing/investments, 58 (18%); and information and services, 44 (14%). The total number of opportunities is large for a country the size of Sweden, and the quality and reputation of the firms expressing interest in trade contacts is uniformly high.

The licensing figures indicate a substantial current and potential interest of Swedish firms in entering the U.S. market through licensing their products in the United States and in serving the growing Swedish market by obtaining license rights to manufacture U.S. products in Sweden.

The Mission had a successful stay in Stockholm, and their tour of the country included such important cities as Göteborg, Malmö, Jönköping, Norrköping, Atvidaberg, Linköping, and Sundsvall.

The members met not only with top executives in industry, finance, and international commerce, but had interesting and productive conferences with businessmen from large and small companies.

The Mission's visit to Sweden coincided with the Swedish-American Trade Month and received excellent news coverage, including national and international television and radio, plus editorials in the daily newspapers and in business and trade publications. Exhibits of several thousand products in more than 10 cities gave substantial publicity for a wide range of U.S. items.

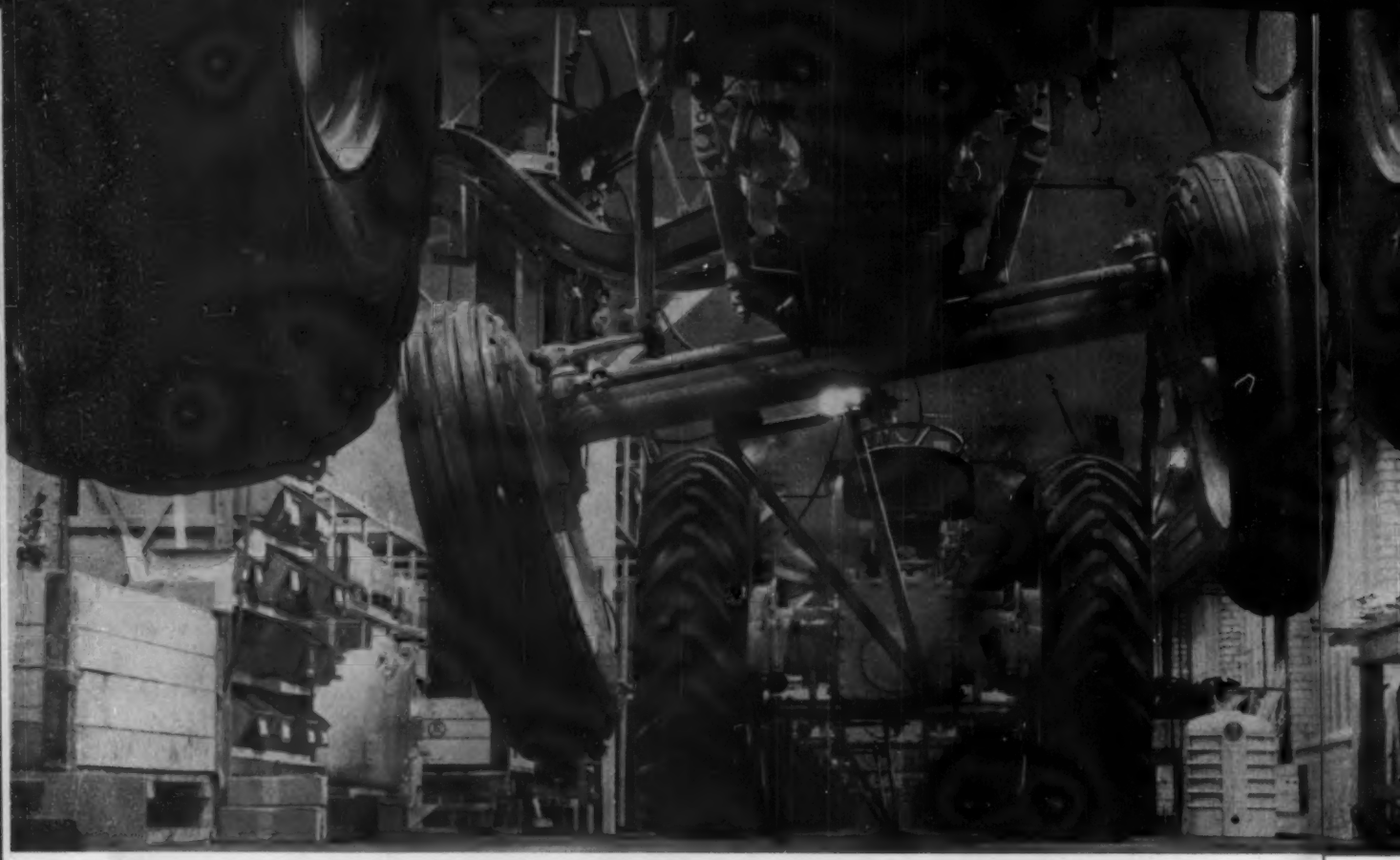
the author

Mr. Higbee, Manager of the Department of Commerce Field Office in Cleveland, Ohio, has had broad experience in home and building construction, electronics, industrial and woodworking equipment, sports goods, industrial research, and equipment procurement. He commenced his business career with the M. A. Hanna Co. in Cleveland. A member of the Cleveland and Ohio Chamber of Commerce, World Trade Association, Sales Executives' Club, and Rotary Club, Mr. Higbee is a mechanical engineer with a degree from Cornell University.

Harold A. McNitt of the Office of International Regional Economics, Bureau of International Commerce, served as Trade Development Officer for the Mission. Mr. McNitt, with a Ph. D. from the University of Michigan, has studied at the University of Uppsala in Sweden.

Reports from each of the five business members of the Mission are presented on pages 6-10; Investment Opportunities, page 22; Trade Opportunities, pages 25-39.

BANKS BOOST MISSION: 30 exhibits in 8 Swedish cities were displayed, as above, by the Skandinaviska Banken. All other banks also assisted in this manner to spread the story of the Mission.



Sweden's industrial economy should spur U.S. machine sales

Buyer will pay more for modern equipment which meets his own requirements, but wants good value for his money

BY RICHARD A. HAWKINS

Manager, Foreign Department, Goodman Manufacturing Co., Chicago

Sweden's economy is a highly industrialized one, extremely efficient, and guided by some of the best scientists, economists, financiers, and technicians in the world. The labor force is sturdy, intelligent, and cooperative, and despite high employment, work stoppages are very low. Sweden should, therefore be a good market for industrial machinery.

RICHARD A. HAWKINS

For the same reasons, Sweden is able to manufacture first-grade industrial machines, often equivalent to those it might import. Its small domestic market for this type of equipment, however, presents it with two additional—and often prohibitive—costs: The cost of design, engineering, and tooling; and the expense of enlarging its market into the export area.

To meet its needs for the advanced industrial machinery it requires—Sweden considers only modern machinery to maintain its high standards of production, quality, and efficiency—and if such machines are not available from indigenous sources, it purchases the machines from outside its own borders.

The Swede endeavors to obtain quality machines that will meet his requirements as completely as possible. Apparently, he will pay more for machinery that most closely meets his specifications, but will not pay for details he believes are loaded to include "gold plating" or "fringe benefits." He sometimes specifies that certain details be omitted and deducted from the price when he knows that these parts can be provided and added in Sweden.

The Swedish buyer is free to purchase from any country he chooses. This freedom includes the right to import machinery which generally duplicates that available locally, although domestic business relations frequently restrict this freedom.

U.S. industrial machinery enjoys an excellent position in Sweden. For example, a small manufacturing plant had a number of American automatic welding machines although competitive automatic welders are manufactured by several local industries. Why? Because the American machine "is the best in the whole world today," plant officials said.

To sell American industrial machinery in this market, however, the supplier must not only offer first-grade machinery—he must be willing and prepared to service

INDUSTRIALIZED ECONOMY: The U.S. Trade Mission to Sweden found a market exists for advanced industrial machinery. Left—Tractor assembly line completes 5 an hour; above—Glass making in Orrefors; below—jet fighter plant SAAB Linkoping works produces the double Delta "Dragon."

that machinery as he does in the United States. His sales agency should be capable of this servicing, should be trained by the supplier, and visits to machinery installations should be made by the manufacturer's home personnel. These visits are welcomed and they strengthen his sales position.

A medium sized manufacturing plant is presently installing a British machine although several older American machines of similar type were observed in this plant. Why the change to a British machine? The American machine was admitted to be equally good, "perhaps better, in some respects, but we can't get service on them and the replacement parts deliveries are hopeless," was the reply.

This example illustrates that machinery can't be sold to Sweden and then promptly forgotten if the market is to be held. In the home market, a manufacturer can possibly service a customer by stocking parts in his factory and, in case of a breakdown, airfreight the needed parts and have a serviceman on the job within a few hours. To service a similar breakdown in Sweden following that procedure would take days and the costs would be much greater.

Once a machine is exported to Sweden and a reasonable market for that machine appears, Swedish buyers and potential buyers want that machine available to them from Swedish manufacturing sources. This, as they see it, eliminates shipping costs and provides a local source of spare parts and service; it enables the buyer and seller to discuss possible alterations to the specifications of the machine.

Many foreign suppliers to Sweden are meeting this request by licensing the manufacture of their machinery to an established Swedish company, by contracting with a Swedish manufacturing company to have their machinery built there (or, at least, to have component parts built in Sweden), or by setting up or purchasing a Swedish manufacturing facility either outright or on a joint-venture basis.

the author

From 1945 through 1951, Mr. Hawkins was an executive with the Allis Chalmers Manufacturing Co., responsible for foreign sales of a variety of heavy equipment in Canada, the South Pacific, and South Africa. Earlier, for 8 years, he was representative engineer, principally resident in Australia, where he was engaged in licensing arrangements and sales efforts for his present firm. Mr. Hawkins is a mining engineer with a degree from Lehigh University.

Mission contacts

It was almost immediately apparent to the 1963 Trade Mission to Sweden that this is an important market and that Swedish industry wants to work more closely with U.S. manufacturers. How this can be accomplished is the question the Swede asks. The progressive U.S. manufacturer, attracted by this market, is faced with almost the same question: How can he enter this market without gambling large sums and time in exploratory work and selection of a suitable associate.

The Mission interviewed over 300 Swedish firms, many of whom were in the industrial machinery category and many of whom are large, important companies. All approached the Trade Mission for one reason: To ally themselves with a U.S. manufacturer or distributor.

Usually they referred to certain U.S. firms who had earlier informed the Department of Commerce that they were interested in dealing with Sweden, how they hoped to do that, and the products or services they wanted to discuss with Swedish businessmen. This data was cataloged and distributed in Sweden prior to the arrival of the Mission.

If the Swedish firm indicated that one or more of the cataloged U.S. interests appeared to be a possible initial contact, he was given the name and address with the recommendation that he write to that firm

We have learned on this visit that the Swedes are sincere in their efforts to establish relations with U.S. firms whose interests and activities are compatible with theirs. We recommend that U.S. firms analyze these evidences of interest with the full understanding that the referred Swedish firms are exploring every possible means of making what they consider to be a mutually beneficial alliance.

U.S. goods, tastes popular in Sweden

American influence prominent, but selling still is required, especially in fashion goods

BY HOLLIS DAY
President, Day's Tailor-D Clothing, Inc.
Tacoma, Wash.

The lace blouse and dirndl skirt of the flaxen haired Swedish lass are now as legendary as the grass skirt of Hawaii. On the other hand, American influence is seen throughout this beautiful Nordic land.

HOLLIS DAY

The skyscraper center of Stockholm is one of the most Americanized cities in the world. With its gleaming polished slab and glass office buildings, it looks more like New York City than most of our Western cities do. And even in far north Sundsvall, a giant Swedish industrial complex engaged an American architect for their new building.

U.S. bluejeans, hats, shirts, records, music, plays, movies, and television programs have been assimilated by the Swedes. Hamburgers, hot dogs, and ice cream cones are thoroughly entrenched.

This flourishing demand for U.S. consumer goods may be expected to continue to grow and to exceed the $50-per-capita purchases of U.S. goods by Sweden last year.

To paint a rosy picture without thorns, however, would give a false impression.

Selling still required

Conditions in Sweden can be reported as virtually ideal for the U.S. sales manager who wants to expand his overseas volume; but just as with marketing in the United States, in spite of styling, fabric design, coloring, packaging, and inherent built-in quality, even a super product is inanimate and unable to vocalize about its own qualities—selling is still required!

The opportunities are there for U.S. companies who wish to market in Sweden in the same aggressive and imaginative manner that has made them successful in the United States.

A reply to the oft repeated statement by Swedish importers, "your prices are too high," is easier for U.S. suppliers in the textile industry than in many other industries where—for example, heavy machinery—items are sometimes fairly well standardized. Housewives, students, or other average shoppers are not confused by price and value. They know that value is satisfaction, and that a few pennies more for the U.S. article which gives them prestige and satisfaction are justified.

Technology is growing rapidly in all European countries and it is becoming increasingly difficult to keep selling new and original engineering skills and fashion and styling techniques which enable us to get the higher prices.

Our chief competitors for Swedish import kroners lie in the fashion centers of Milan and Paris and the textile industry of England. Although our chance for a net export increase immediately is not rosy, it seems inevitable that in the next few years wage rates and production costs will rise faster in these countries than in our own, and the Swedish consumer will be able to satisfy his almost insatiable demand for U.S. consumer goods at a competitive price.

the author

Mr. Day for 30 years has been engaged in manufacture and distribution of sportswear, work clothing, slacks, and other soft goods.

He is Managing Director of five retail stores, Vice President of the Seattle Woolen Co., and Director of H & L Block, Inc. He is Vice President of CanaDay's Apparel, Ltd., based in Canada. Mr. Day has worked closely with America's leading mills in development of new fabrics. He received his B. A. degree from the University of Washington and has completed the Advanced Management Program Course of the Harvard Business School.

Market for machine tools in Sweden for U.S. suppliers

Excellent capital goods potential, but buyers want dependability

By MILTON GRANQUIST
President, Milton Granquist Co., Minneapolis, Minn.

Swedes will buy if they can buy right, and they will honor their contracts. We Americans as exporters to Sweden can sell one of the best capital goods markets in the world and one that is more likely to grow than many others; but we must be competitive and willing to work.

MILTON GRANQUIST

Sweden must import and export. Toward that end she is constantly endeavoring to lower tariffs. Also, population pressures of Europe may force Swedish growth faster, especially in the northern Provinces, than probably is realized at present.

Think of Sweden in terms of the original colonies in New England. The topography is much the same. Southern New England and the southern part of Sweden have people who are used to working with what they have. New England produced the Connecticut Yankee who could tinker and make mass productions machines; southern Sweden has a similar heritage. From the Middle Provinces north in Sweden are vast stands of timber such as once graced the New England State of Maine and now extend far into Canada. The New Englanders traded and prospered and so will the Swedes trade and prosper.

Sweden is not interested in buying tree products in any form that she can make cheaper and/or better herself, nor iron and steel products such as machine tools that can be produced there or on the Continent. The Swedes are, however, quite interested in the higher priced U.S. machine tools because of their greater dependability.

Machine tool builders might consider an organization for selling rebuilt machine tools in Sweden. These machines would be sold by regular dealers now selling new machines there; regular selling commissions would be allowed. Also, more sales might be generated for the new models now represented.

The arrangement would be a boon to the U.S. manufacturer, who could take his older machines off the market by trade-ins he could not otherwise offer in the United States. In addition, he could counter the unfavorable results brought about by used-machine dealers who offer inadequately rebuilt machines for sale on the Swedish market.

A more detailed report on this suggestion is being prepared for the National Machine Tool Builders Association.

Licensing

Opportunities are very bright for licensing Swedish firms to manufacture goods being made in the United States. The Swedes are on their feet. They know that they must trade. If any method of manufacture is not economical, they will change to more profitable methods. They will accept our ideas that have gone through the testing, designing, and proving stages and willingly pay for the privilege of manufacturing a U.S. product and selling it in markets other than the United States.

the author

Prior to founding the organization of which he is President, Mr. Granquist served as an executive with the K. O. Lee Co., Aberdeen, S.D., where he gained extensive experience in the manufacture of tool and cutter grinders, automotive maintenance tools, and mill supply items. He belongs to the American Society of Tool and Manufacturing Engineers and the American Machine Tool Distributors Association. He specialized in Business Administration at the University of Minnesota. Mr. Granquist is of Swedish descent and speaks the language.

U.S. suppliers are often not aware of their products' potential abroad

Swedish businessman knows wants of consumer, looks to U.S. for innovations in merchandise, design, and packaging

By J. HENRY DOWDY
Vice President, Main Drug Co., High Point, N.C.

U.S. manufacturers often do not realize the potential for sale of their products in Sweden—or any country.

J. HENRY DOWDY

The small U.S. manufacturer can find tremendous opportunities to increase his sales volume by exporting. Sweden is a good potential customer.

The Swedish businessman turns to the United States for new items. He wants U.S. products because every day U.S. suppliers are producing new items, designs, and packaging. The Swedes have the purchasing power. The Swedish businessman knows the Swedish consumer and business; he will purchase these new U.S. products.

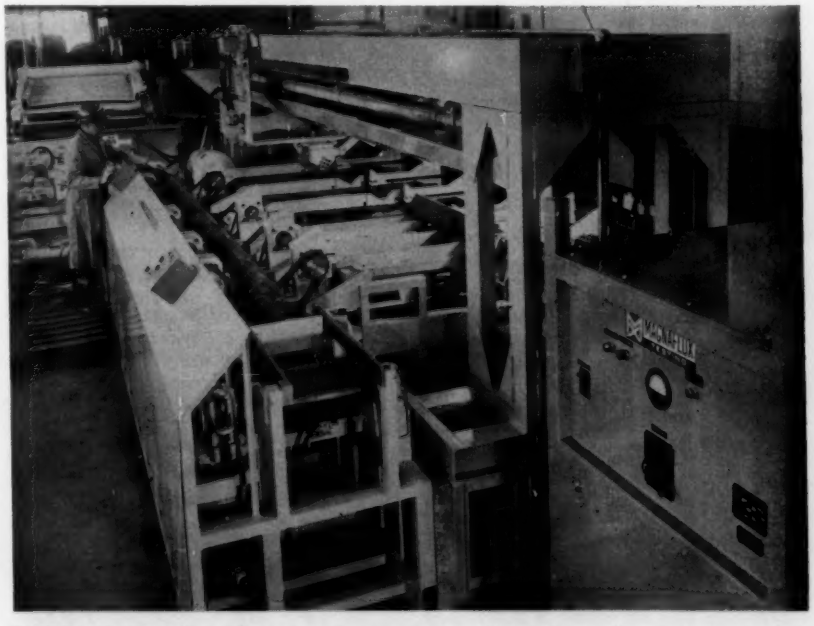
The United States at present is exporting to Sweden almost twice as much as Sweden is exporting to this country. This near 2-to-1 ratio will be even higher if U.S. suppliers become more aware of the potential market Sweden offers.

Want food items

An astonishing number of Swedish companies asked the Trade Mission for U.S. sources and manufacturers of food products. The Swedes import large amounts of food from all over the world but they do not have as much U.S.-produced food as they want. Food specialties, even lobster, are in demand.

There is a large potential for U.S. consumer goods in Sweden—especially small items such as toiletries, household devices, gadgets for the kitchen, and similar "pick-up" or "impulse" items we sell in the United States.

Swedish companies like to negotiate on a direct contact basis with the U.S. manu-



SWEDEN BOUND: Built in Chicago, this magnetic particle billet testing machine, made by the Magnaflux Corp., sold to the AB SKF Industries in Hallesfors, typical of sophisticated market there.

the author

Mr. Dowdy has had extensive experience in mass general merchandising advertising, sales promotion, and marketing. He is a pharmacist with a degree from the University of North Carolina. Mr. Dowdy has made two trips to Europe in connection with the North Carolina Governor's Industry-Seeking tour and late in 1962 served as a member of the North Carolina Trade Mission to Europe.

facturer. Again and again businessmen reported to the Trade Mission that they cannot understand why U.S. companies are so slow in replying to inquiries and often do not acknowledge them at all.

Swedish companies import thousands of dollars worth of products made in Germany and the United Kingdom. If a problem arises, the Swede, in a few hours by train or plane can be in direct contact with his supplier there. With the distance factor in mind, the U.S. manufacturer must be doubly alert in replying to inquiries if he wishes to export to Sweden.

Consumer spending and leisure time increase in Sweden

This combination, plus basic qualifications of businessmen, should spur U.S. traders

BY BERNARD F. COGGAN

Vice President, Douglas Aircraft Corp., Santa Monica, Calif.

As a businessman, one cannot spend 5 weeks among Swedish banking, industrial, business, and Government leaders without becoming completely enthralled with "what makes Sweden tick."

BERNARD F. COGGAN

Sweden's consumer spending has been rising steadily, a trend emanating from the rapid rise in disposable income. This trend is continuing, and the result is a standard of living quite comparable to that of the United States.

Statistics indicate that Swedish imports from all countries increased about 7% in 1962. The United States has been supplying about 10% of these imports—roughly $330 million worth a year. The four major categories—about $160 million worth—are mechanical machinery and appliances, food products, motor vehicles and transport equipment, and electrical equipment and appliances, in that order.

Opportunities varied

Swedish housewives are now enjoying their first supermarkets, a choice of large department stores, new merchandising displays, and other shopping devices designed to delight the female customer. Sweden appears to offer excellent opportunities for U.S. manufacturers of clothing, textiles, and related products. Sport and leisure clothing are in great demand, and the prevailing Swedish high prices on this type of wear should offer an opportunity for U.S. exports. Household appliances, kitchen utensils, and other household devices are sought eagerly by the Swedish housewife. Recreational equipment and hobby and other products for leisure time are finding a growing market in Sweden.

Sweden soon will have a fairly uniform national pattern, by law, of 4-week annual vacations for all employees. Also, the Swedish national retirement program, guaranteeing all persons past 65 subsistance income, tends to enable the Swedes to spend more of their current disposable income. This combination of more leisure time and disposable income is a big factor in the flow of money into vacation trips, recreational devices and programs, summer homes, automobiles.

In the technical fields, perhaps the most obvious need for U.S. exports is in telecommunications equipment, testing and recording instruments, measuring devices, and similar items. Automatic control equipment for industrial processes is also in high demand, as Sweden's growing labor costs are forcing industry to seek automation devices of all kinds. Automatic measuring devices—such as liquid-flow and thickness indicators (metals, paper, plastic new products)—to control high-speed industrial processes also are needed.

In the musical field there should be a growing demand for electronic organs—very few are on the market, and they are relatively high priced.

There seems to be an insatiable demand for new food products, and all kinds of new, novel packaging devices.

Rewarding experience

From a businessman's standpoint, dealing with the Swedish industrialist, banker, or businessman is a rough, tough, but rewarding experience. The Swedes pride themselves on "thinking out" a business decision; they are methodical and tough traders, but once a bargain is made, their native integrity makes the agreement a binding one.

All in all, we in the United States can look upon Sweden as a good marketplace, one whose market factors are comparable to our own, a country whose economic structure is faced with some of the same problems that we have, a nation of some 8 million people representing a fairly limited market but nevertheless a country whose trade—import and export—is on a sound basis. We are dealing with a people who are basically honest, thoughtful, methodical, with great pride in their mechanical accomplishments and fundamental neutrality and freedom.

I see no reason why the trade between Sweden and the United States should not be increased substantially. U.S. businessmen should turn their attention toward this marketplace.

the author

A Director of five companies in the pneumatic, hydraulic, optics, aircraft, automatic vending machine, and electronic contracting fields, Mr. Coggan also is Vice President of the West Coast Financial Investment Corp.

For 9 years, until 1960, he was Vice President and General Manager of the Convair Division of the General Dynamics Corp. He presently serves as Executive Consultant to General Dynamics and the Bendix Corp. Mr. Coggan has a B.S. degree in electrical engineering and an M.S. in electronics.

U.S. rice exporters make giant strides in S. Africa

The U.S. Rice Export Development Association recently won a gold cup for its exhibit, judged "best all-round" at the fair in Middelburg, Transvaal, South Africa. The award capped 9 months of intensive market development activity by the association's new Johannesburg office. Its establishment—the first by any U.S. commodity group in South Africa—was prompted by the 1,700% rise in South Africa's imports of American rice during the past 3 years. South Africa produces only 2% of its rice consumption, and the U.S. has a 90% share.

SEEK BUSINESS PROPOSALS

Textile Machinery Exhibit in West Germany to be site of Trade Info Booth

American Textile Machinery Association joins State and Commerce Departments in sponsoring export promotion drive in Hannover September 22 to October 1

Plans for the first joint government/Trade Association Trade Information Booth (TIB) were announced recently. The American Textile Machinery Association will operate it with the assistance of the Bureau of International Commerce and the U.S. Foreign Service at the Fourth International Exhibition of Textile Machinery to be held at Hannover, West Germany, September 22 to October 1.

The Trade Information Booth will be staffed by personnel from the American Consulate General's Office in Hamburg and the Executive Secretary of ATMA. Foreign Service Officers will publicize the United States as a source of supply, and will attempt to interest qualified European firms in specific Business Proposals submitted to the Department of Commerce by U.S. businessmen in advance of the Fair. These Commercial Specialists will also be available to any American businessman at the Fair seeking information on how to sell the German market, on customs and tariff regulations, and other questions concerning international business operations.

The International Exhibition of Textile Machinery is recognized as one of the foremost exhibitions of its kind in Europe, comparable in scope to the textile machinery fair sponsored by the ATMT every five years in Atlantic City, New Jersey. Its 670 exhibits covering 570,000 square feet of exhibit space will offer a comprehensive picture of the latest machinery available to the textile and apparel industries. Thirty-four U.S. firms are exhibiting at the Fair. The Fair, last held in Milan in 1959, was much smaller than is anticipated this year and it attracted 155,000 business visitors. The exhibitors in that event accounted for 90 percent of world production of textile machinery and received orders valued in excess of $48 million.

Business Proposals submitted for the Trade Information Booth will be printed in German in summary form, without identification or address, in a booklet which will be distributed throughout West Germany prior to the opening of the Fair. Identification will be revealed only to appropriate firms after consultation at the Trade Information Booth in regard to a specific Business Proposal. American firms will be provided the names of those European firms interested in their Business Proposals so that rapid follow-up action can be taken.

Asks 5 questions

To make use of the Business Proposal Service, please answer the questions below and submit with two copies to the Bureau of International Commerce, OITP, U.S. Department of Commerce, Washington, D.C. 20230. Please indicate interest in the Textile Machinery TIB.

1. What product do you wish to sell or offer?
2. Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
3. Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
4. Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
5. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material so that an effective sales presentation can be made. Data on the size and scope of the firm, catalogs and price lists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations. Do not send more than 25 pieces of descriptive literature. Business Proposals and literature must be received in Washington by August 15.

A Commercial Library containing standard business reference books, trade journals, and sales literature provided by U.S. firms, will be maintained for the use of visitors to the TIB. A Registration Bureau will also be operated. ATMA is arranging a group flight plan for Association members who wish to attend the Fair.

NAM head to represent U.S. at exhibition in Australia

W. P. Gullander, president of the National Association of Manufacturers, will represent Secretary of Commerce Luther H. Hodges at the July 26 opening of the Sydney Industrial Fair.

The Commerce Department is holding an exhibition in cooperation with some 40 U.S. firms—the fourth in the joint Commerce-industry merchandising fairs. Space for the July 26-Aug. 10 show is sold out.

The fair management has designated July 27 as "America Day." The NAM official will also represent Secretary Hodges at ceremonies for this event.

Cologne Fair authorities schedule new exhibition

Authorities of the annual Cologne Fair have scheduled a new event—an exhibition of various duplicating processes and materials employing radiation techniques.

The new fair, to be held Oct. 14-19, will include a wide range of duplicating equipment using such radiation processes as phototypes, photostats, electro-photostats, thermostats, microfilm and narrow offset printing.

U.S. companies sell over $1 million at Frankfurt

Sales, attendance set record at Trade Center

U.S. electronics firms sold over $1 million worth of instruments and components at an exhibit in the U.S. Trade Center in Frankfurt, Germany.

The majority of the 56 U.S. firms participating in the June 5-14 Electronics Components and Instruments Exhibit shared in the sales. All the exhibitors anticipate good future sales because of contacts made at the event.

Potential sales on the European continent, the exhibitors estimated, could increase by $25 million by the end of 1964 as a result of the exhibit.

Sales set record

The sales total set a record at the Center, which was opened in November 1962. The exhibit also established an attendance high with approximately 1,500 visitors.

More than 90% of these visitors were technically qualified Germans representing all sectors of the Germany economy, including top officials of the German Ministry of Science and Research and representatives of leading German industries, such as AEG, Telefunken and Siemens.

Of the fifty-six exhibitors at the show, fifty already had agents or distributors. Of the six unrepresented participants, three have now appointed agents for Germany and the others have a number of prospects from which to choose. Several exhibitors successfully used the show to find agents and distributors for other European countries.

Information on U.S. electronics products was avidly received by the exhibit visitors. German government officials and businessmen carried away 1,500 copies of a listing of 25 U.S. electronics publications and 1,500 copies of business proposals from 70 U.S. firms who are not represented in Germany and did not personally participate in the show. Both the listing of publications and the business proposals were printed in four languages.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C., 20230.

Trade fair schedule

Reprints of the worldwide trade fair schedule for 1963-64 which appeared in the July 8 issue of International Commerce are available without charge from the Bureau of International Commerce, Office of Publications and Information, Washington, D.C. 20230. The reprint has been revised to list the French fairs, which were inadvertently listed under Germany, in their proper position.

Household goods, hardware display set in Cologne; plan information center

An International Household Goods and Hardware Fair will be held in Cologne Sept. 5-8. The U.S. Consulate General in Duesseldorf will again operate a Trade Information Center (TIC) for U.S. exhibitors and businessmen.

Manufacturers of household goods and hardware are urged to participate. The Consulate General calls the event—held in the spring and fall of each year—"the biggest fair of this nature in Western Europe where buyers from all over the world come to see the latest developments in the household goods and hardware fields and actually place orders for the items they are interested in."

The fair also offers a good opportunity for U.S. manufacturers to establish contacts with German and other foreign business concerns interested in acting as agents or representatives, the Consulate General reports.

$40,000 in sales reported at boat show in Frankfurt

Sales totaled $40,000 for U.S. firms exhibiting at the recent Boating, Motors and Accessories Show at the Trade Center in Frankfurt.

Thirty three firms participated. Most of them showed motors and accessories, but there were four boats on display.

Food exhibitions set this fall in West Europe

3-way opportunity planned in Cologne and Amsterdam; seek large participation

U.S. food processors will have a triple opportunity this fall to display, demonstrate and sell their products in the growing European market.

The three-way opportunity will be offered through a cooperative food exhibition of the Department of Agriculture and Grocery Manufacturers of America, Inc.

The three choices for European food promotion include:

- A model U.S. self-service store at the ANUGA International Food Fair, Cologne, Germany, Sept. 21-29.
- A 20,000-square-foot supermarket at the U.S. Food and Agriculture Exhibition for Western Europe in Amsterdam, The Netherlands, Nov. 7-24.
- Commercial booth space for U.S. food firms and producers of certain related nonfood items at the Amsterdam exhibition.

Secretary of Agriculture Orville L. Freeman, in a recent letter to officials of U.S. food firms, invited the entire U.S. food industry to enter the Amsterdam and Cologne fairs.

A participant's information kit is available from the International Trade Fairs, Department of Agriculture, Washington, D.C. 20250.

U.S. exhibition in Brazil set to open this week

The first official U.S. exhibition to be held in Brazil will open this week in Rio de Janeiro for a month-long run.

A total of 114 companies representing 26 states and the District of Columbia will participate in the July 19-Aug. 18 event. They will put on displays and demonstrations of products and techniques that show U.S. achievements in industry, commerce, agriculture, medicine and education.

The U.S. exhibition is built around the theme, "Allies in Progress."

U. S. Government Actions

Alliance project expected to uncover investments in Peru

Stanford Research Institute will help spur industry, employment

An Alliance for Progress technical assistance project to boost Peru's industrialization and industrial employment is expected to produce investment opportunities that could be acted on by U.S. firms.

Working with the Peruvian government and private leaders in the industrial development program will be the Stanford Research Institute of Menlo Park, California, which was awarded an $843,669 contract by AID. Consultants from SRI will assist in stimulating capital investment in new and expanding industries and in training Peruvian specialists to carry on development efforts.

Stanford Research personnel will operate through the newly formed National Institute of Industrial Promotion (INPI) to accelerate Peru's industrial growth and attract new capital—both domestic and foreign—for productive investment in private enterprise. Work will include development of information on industrial opportunities in Peru.

Training given by SRI experts to their Peruvian counterparts will involve preparation of economic surveys and feasibility studies and methods for bringing opportunities to the attention of investors, including those in the U.S.

SRI specialists will give special emphasis to 4 development corporations which have been established in the Departments of Arequipa, Cuzco, Puno, and Tacna. These are in southern Peru where particular attention will be given to the development of small and medium sized industries, including handicrafts.

Korea to buy U.S. goods with $12.8 million loan

Southwestern Korea will get more power for its industrial development and rural homes with the help of a $12.8 million loan from the Agency for International Development. The loan will finance the purchase of U.S. equipment and services for the construction of a 66,000-kilowatt, thermal-power station in the west-coast city of Kunsan, south of Seoul.

Power development is a major element in Korea's economic planning and a high priority objective of the U.S. economic assistance program there. About $90 million in U.S. loans and grants have been devoted to power production in South Korea since World War II.

The Korean Government will relend the funds to the Korean Electric Company (KECO), a Government corporation with 21% private ownership.

AID loan will buy U.S. goods for Nairobi water project

A $2.2 million AID loan will help expand the water supply of Nairobi, capital of Kenya and East Africa's largest city, by 6 million gallons a day.

It is planned to use a U.S. contractor for construction of AID-financed components of the project. Procurement for these will be in the U.S. and in the East African currency area which also includes Uganda and Tanganyika.

The U.S. loan will be supplemented by a $2 million contribution by the Nairobi City Council. The balance of financing requirements is expected to be supplied by other free world donors.

Indonesia buys $15 million in soybean, cottonseed oil

A Food for Peace amended agreement provides for sale of $15.2 million worth, or about 110 million pounds, of U.S. cotton seed oil or soybean oil for Indonesian currency (rupiahs).

Sales will be by U.S. private traders. Purchase authorizations will be announced later. The signing brings the total value of Title I, Public Law 480 agreements with Indonesia to more than $330 million.

Of the rupiahs received in payment for the oil 85% will be made available for loans to finance economic development projects in Indonesia. The Agency for International Development will receive 5% for loans to U.S. and Indonesian private enterprise, and 10% will be used for U.S. expenses abroad. Information regarding the private enterprise loans is available from AID, U.S. Department of State, Washington 25, D. C.

$15 million AID loan helps private Taiwan firms buy U.S. goods

Harder terms are part of gradual phaseout of economic assistance

The Agency for International Development has approved a development loan to the Republic of China designed to boost Taiwan's private enterprise.

The new loan will finance purchase of U.S.-made industrial goods, to be bought exclusively by private businessmen in Taiwan. The buyer will pay the Chinese Government in local currency, either in cash or on a deferred basis through designated Chinese banks. The Chinese Government will repay AID in dollars. Limits are imposed on the size of a single user's access to financing of capital equipment under the loan.

The loan will be used to import the following industrial goods: machinery and tools, $5 million; chemicals (polyethelene, D.O.P.), $2.3 million; agricultural chemicals (pesticides), $700,000; rayon pulp, $1.5 million; ferrous scrap, $3.5 million; iron and steel, $2 million.

The $15 million AID loan is to be repaid in 20 years at 3½% interest. This loan and one approved earlier this month for electric power production mark a shift of AID assistance to rapidly developing Taiwan from very liberal loan terms to intermediate terms. This is a step in the gradual phase-out of economic assistance to Taiwan.

July 31 hearing scheduled on French titanium dioxide

The U.S. Tariff Commission has ordered a public hearing in connection with its antidumping investigation of titanium dioxide imports from France. The hearing will be held in the hearing room, Tariff Commission Building, 8th and "E" Sts., NW., Washington, D.C. at 10 a.m. on July 31, 1963.

Interested parties desiring to appear and be heard should notify the Secretary of the Commission in writing at least 3 days before the date set for the hearing.

GE gets contract for Indian nuclear plant thru AID loan

$80 million will pay for design and building of Tarapur plant

With U.S. assistance India will build its first nuclear power station, a 380-megawatt installation to provide electricity for 2 northwestern industrial states. The project had been planned by the Government of India since 1958 and the site was selected in 1960.

The General Electric Company, acting through its International General Electric Company division, has been selected by the Government of India as prime supplier and contractor for the facility as well as the fabrication and installation of the initial nuclear charge.

U.S. loan financing of up to $80 million is authorized by AID to pay the dollar costs of design and construction of the Tarapur station, including placing it into operation. The AID loan also will cover fabrication of the initial fuel charge into the form required for the station. India will finance the local currency costs of the project, estimated at $34 million, as well as the purchase of the fuel from the U.S. Atomic Energy Commission on credit terms.

The contract with International General Electric, which is subject to final approval by AID, would call for 2 reactors of 190 megawatts each to be built at San Jose, California, 2 turbine generator sets to be produced in Schenectady, N.Y., and associated facilities. The initial charge of enriched uranium fuel would be fabricated at San Jose. IGE plans to contract with the Bechtel Corporation of San Francisco for the plant design and supervision of construction.

A detailed technical and economic analysis of the project was conducted by AID, the U.S. Atomic Energy Commission and Burns and Roe of New York City, consulting engineers retained by AID.

Guaranty pact covers investments in UAR

New U.S. investments in the United Arab Republic can be insured against specific risks of expropriation or confiscation, loss due to war, revolution or insurrection, and inability to convert into dollars foreign currency representing earnings on or return of capital.

An Investment Guaranty Agreement to this effect was inaugurated on June 29 with an exchange of notes between the two governments.

The agreement is expected to stimulate U.S. investors' interest in UAR economic development and alleviate concern over nationalization policies of the UAR Government in the past few years.

For additional information on the Investment Guaranty Program, contact the Investment Guaranties Division, Agency for International Development, Washington, D.C. 20523.

AID loan helps Nicaraguan airport accomodate jets

Nicaragua's major airport—the Las Mercedes International—will be improved to accommodate jet aircraft under the Alliance for Progress.

The improvement program will be financed through an AID loan of up to $950,000, which will pay for U.S. goods and services employed in the project.

A 3,000-foot extension to the existing main runway will be constructed at the government-owned airport, located 7 miles from the capital city of Managua. Other improvements planned to bring the airport up to jet standards involve the installation of new facilities for lighting, markings and radio communications.

Under the terms of the loan Nicaragua will establish a new schedule of landing fees and retain the services of a U.S. engineering consulting firm to advise the Ministry of Development and Public Works regarding the improvement program.

1st U.S. loan to Guinea expands electric power

The first American development loan to Guinea will help expand electrical service in 16 regional capitals and bring power to 3 others for the first time.

The $2.4 million loan covers the cost of purchasing diesel generators and related equipment in the U.S. It also provides for American advisory and training personnel. The Government of Guinea is contributing $1.3 million to local expenses of the project whose total cost is estimated at $3.7 million.

Other U.S. assistance to Guinea has been in the form of development grants for specified projects, Food for Peace sales agreements, and other commodity financing.

Austrian firm denied U.S. export rights

Langenecker and Company, a Viennese import-export firm, has been barred indefinitely from all U.S. export privileges for failing to disclose the disposition it made of substantial purchases of U.S.-origin electronic equipment.

The Bureau of International Commerce's denial order was effective July 2, 1963. The Bureau said that in May 1963 its Investigations Division sent Langenecker a written questionnaire asking it to account for a number of pieces of strategic electronic equipment exported from the U.S. which Langenecker purchased in 1961 and 1962. The instruments, having a total U.S. export value of about $30,000, are used for measuring and analysis, and in testing for laboratory and industrial purposes.

The Bureau said it has reason to believe that some, if not all, of the U.S. goods were unlawfully transshipped from Austria to Soviet bloc destinations.

The denial order was issued to prevent the Austrian firm from dealing in any additional U.S.-origin goods as long as it refuses to account for the previous shipments.

The Bureau's order prohibits Langenecker and all persons and firms related to it in business from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating, directly or indirectly, in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf in any such transactions; to do so would subject them to a denial of U.S. export privileges.

AID loan promotes U.S. sales to Mali school project

A project to construct permanent facilities for a Higher Teachers Training College and a Pedagogic Institute will be realized through a $2.1 million AID loan to Mali. The 2 schools will jointly occupy new buildings across the Niger River from Bamako, the capital of Mali.

The U.S. loan will help finance both foreign exchange and local costs of the project, for which all goods and services will be procured in the U.S. or Mali. It consists of 8 structures, including an academic building, attached library, service and dining building, auditorium, guard building and dormitories.

Brazil still battling inflation; seeks continued export expansion; businessmen protest tight credit

Proposed 1964 budget foresees 288 million cruzeiro deficit; steel import quotas may go to LAFTA, East European countries

Brazilian business remained depressed in most of May, but sales improved slightly as the month closed and exports, other than coffee, showed an increase over previous levels.

Imports were down generally, and prospective restrictions were causing concern in certain steel-using sectors.

There was speculation over Brazil's future relationship with the International Monetary Fund, particularly regarding prospects for future stand-by credits. The Government's stabilization effort continued to receive support of business groups, but increased protests are heard about the allegedly restricted credit situation. The 1964 budget, as presented to Congress, showed a deficit of 288 billion cruzeiros.

The rate of increase in the cost-of-living in Guanabara was 25.9% for the first 5 months of 1963, thus already reaching the Three-Year Plan's goal of halving the 52.7% increase of the previous year.

Power shortages continue. Guanabara is considering the purchase of mobile generators, and power rationing was recently introduced in Sao Paulo.

The CGT (Central Labor Command) made threats of a general strike, but did not actually carry them out. However, sporadic work stoppages occurred throughout the month.

New sugar prices were established in the agricultural field, and the 4.8% sales tax on meat and other foods was reestablished in Sao Paulo. The press reported Soviet Bloc barter offers for 150,000 tons of corn.

Credit squeeze

The Government's stabilization effort still receives professions of support, but industry is pleading increasingly for an easing of the credit situation. Business and the press view the proposed 70% federal pay raise as an alarming inflationary impulse. Another inflationary factor has been a 40% rise of Companhia Siderurgica Nacional steel prices.

The fall in industrial production over recent months has curtailed demand for industrial power, which until the end of May had obviated the need for power rationing in Sao Paulo. There has since been a modest upturn in industrial activity in the Sao Paulo area.

Retail sales generally declined except in Rio Grande do Sul and Recife, where slight increases occurred.

Seeks export expansion

Brazilian exports, coffee excepted, increased somewhat in May.

Coffee exports of 15.55 million bags for the current marketing year (July 1, 1962 to May 31, 1963) continue to lag about 700,000 bags behind shipments for the same period a year ago.

Continuing concern for stimulating Brazilian exports was evident in the creation of a working group to consider measures designed to encourage exports of manufactured goods.

Trade delegations from South Korea and Bulgaria visited Brazil in May. South Korea, with whom a bilateral trade agreement was concluded, expressed interest in Brazilian sugar, coffee, cacao, woods, and manufactured goods. Bulgaria reportedly wants to import $12 million worth of Brazilian coffee, cacao, cotton, soya, corn, rice, and pig iron.

The importation of one major item—steel—was given wide press coverage, when it was reported that President Goulart was studying a draft decree which would create an Executive Commission for the Importation of Steel Products (CEPLA) and would fix norms governing the importation of such products, with preference being given to LAFTA countries and those countries with which Brazil maintains a favorable trade balance (eastern European countries).

$60 million IMF credit

There were few changes in Brazil's financial picture in May but much speculation. The most significant activity was consideration of a federal pay raise of 70%. In the meantime, prices climbed and pressures for relaxation of credit restrictions continued. An upward revision of Bank of Brazil credit ceilings was agreed upon, and the press speculated about the feasibility of declaring a moratorium of Brazil's external debts. Government sources denied that any such measure was under consideration. Following a visit of an International Monetary Fund Mission, the Fund agreed to grant Brazil a $60 million compensatory financing credit.

According to the Caixa de Amortizacao the level of currency outstanding at the end of May was $523.8 billion cruzeiros as compared with $508.3 billion cruzeiros at the end of April.

The 1964 budget estimates revenues at $1,100 billion cruzeiros and expenditures at $1,388 billion cruzeiros with a resulting deficit of $288 billion cruzeiros.

Iron and manganese continued to be the principal mineral commodities in active trade and Portugal joined the European importers of Brazilian iron ore.

The new price for raw sugar at the mill for the 1963/64 crop has been set at 3,800 cruzeiros per bag compared with 1,914 cruzeiros per bag for the previous crop. The retail price was increased from 51 cruzeiros to 103 cruzeiros per kilo of refined sugar.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Incomes high, prices stable in Spanish Equatorial Africa

Chief imports are equipment, chemical products, consumer goods; local market for industrial products is extremely limited

A recent Spanish information bulletin provides the latest information available on the 2 Spanish African equatorial provinces, Fernando Poo and Rio Muni. The bulletin reported extensive population increases over the 1950-60 period as Fernando Poo's inhabitants increased 49% while Rio Muni's rose by 17%. Both Provinces have a per capita income of approximately $135, and may well have the highest production index in Africa.

Liberal policies

The bulletin says the Government's economic policy is based on liberalism; developmental assistance; stable prices for the principal products (cacao and coffee); no customs duties between these Provinces and Spain; and facilitation of foreign exchange for requirements from abroad.

Through intensive effort, plagues endemic to this normally unhealthful region have been eliminated or reduced to a minimum. There are practically no illiterates in the younger generation. All inhabitants have the rights of Spanish citizens and both Provinces are represented in the Spanish Parliament.

Agricultural economy

There are 3 principal products, cacao in Fernando Poo and wood and coffee in Rio Muni.

In the agricultural year 1961-62 almost 26,000 tons of cacao were produced, equivalent to 2.15% of the world production. Coffee, grown in Rio Muni, reached a total production of 5,506 tons.

Bananas have been exported since 1955 from Fernando Poo, but in 1961 "for technical and commercial reasons" production dropped almost half. The production of palm oil is carried out by large enterprises and its exportation has stabilized at about 3,000 tons since 1960. The amount of yuca grown has progressively declined in recent years.

The production of timber has increased 27% in the last 5 years. Due to the large amount of capital required, timber exploitation is carried out by 19 large companies.

The livestock industry is totally inadequate to meet local necessities and its development has been impeded by disease, but progress is now being realized. The fishing industry has grown noticeably since 1955; 1960 production was 720 tons and serious efforts are being made toward further development.

At present, there is no exploitation of minerals, although traces of petroleum, iron ores and radioactive minerals have been found. There is little industry and the local market for industrial products is very restricted.

This article is extracted from a more detailed report which is available on loan from the Africa Division, Bureau of International Commerce, Washington, D.C. 20230.

Spanish-oriented trade

Almost the entire agricultural production of the region is absorbed by other Spanish provinces at prices considerably above the international market, a major factor in avoiding serious fluctuations in the relatively high standard of living. Serious attempts are being made to achieve greater economic diversification.

The principal imported items are equipment of various kinds and chemical products, with consumer goods in third place. Custom duties on imported items are up to 10 times less than in Peninsular Spain. The chief clients for the small amount of exports not absorbed by Spain are Germany, Great Britain and the U.S.

Government policy prevents an excessive rise in the cost of living by maintaining as far as possible the present level of prices. The rise in the cost of living over the past 3 years has not exceeded 3.88% in total, much less than in many European countries (including Spain) and the greater part of Africa. Purchasing power is one of the highest in Africa.

S. AFRICAN TRADE MARKS

South Africa's laws on trade marks are being consolidated and amended in a bill now before Parliament. Trade mark legislation has been largely unchanged since 1916.

Kaiser engineers to study integrated Spanish steel plant

Million-ton-a-year plant is joint venture of 3 Spanish firms

Kaiser Engineers International recently announced that it has been awarded a contract for a major engineering study by 3 Spanish steelmaking firms with a current combined capacity of about 500,000 ingot tons annually.

The first phase of the study will include specifications, preliminary designs and conceptual layouts. It will assess existing operations and recommend what is necessary to rationalize and coordinate the 3 plants' output to achieve optimum production and improve existing facilities for their mutual benefit. The second study phase will be the development of an entirely new, integrated steel complex to operate in conjunction with the existing plants and be capable of producing an additional million ingot tons of steel annually. The new plant is a joint venture of the 3 existing steel companies, named, "UNINSA" and located near Gijon on Spain's north coast.

Study scope includes: raw materials, beneficiation and utilization; the plants' blast furnaces, coke ovens; steelmaking, casting or continuous casting and rolling facilities; merchant and structural mills with possible later additions of continuous hot strip and cold mills, galvanizing and tinning lines, or a plate mill; rail, road, water and conveyor materials handling, air pollution control and utilities.

Argentina exports first shipment of carbon black

A shipment of 25 metric tons of carbon black produced in the newly established carbon black plant of Cabot, Argentina, located at Campana in Buenos Aires Province, was recently exported to Chile. The shipment reportedly represents the first export order executed by the company since production was initiated late in 1962. Annual capacity of the plant is placed at 13,000 metric tons. Further exports are expected to develop, particularly to neighboring member countries of the Latin American Free Trade Association.

Taiwan's outlook brightens, but more improvement is needed; revised tax laws ease inflation

Joint ventures reflect trend to smaller U.S. capital investment; cotton textile sales to U.S. are already above restraint levels

Although some improvement was noted in the first quarter of 1963, the general feeling in the Taiwan business community is that conditions are very much in need of amelioration. High taxes and interest rates combined with low profit levels are frequently cited as major causes of dissatisfaction. Heavy Japanese infiltration of virtually every sector of the economy, saturation of the local market for consumer goods, and chronic depression of several leading industries contributed to the picture.

In addition, frost and drought caused considerable crop damage, and unemployment and underemployment increased in severity.

However, there was some cautious optimism in the early months of 1963, as certain indications of easing conditions were manifested. Exports showed a marked improvement, and foreign investments increased sharply. Also, the scheduled termination of the special defense assessments on July 1, combined with the possibility of reduced interest rates, provided some grounds for a brighter outlook.

Revised tax laws which became effective in January are minimizing deficit financing of Chinese Government operations, and are easing inflation. Under the new system, several improvements have been effected, including:

- ★ Personal income tax is now levied only on income derived from sources within China.
- ★ Collection procedures have been simplified; the taxpayer may submit a voluntary declaration of taxable income (formerly, the tax office was required to make such estimates).
- ★ Provisions for tax concessions under the Statute for Encouragement of Investment have been incorporated under the revised tax law.
- ★ Salaries paid by foreign governments, organizations or educational institutions to foreign technicians or professors for services under technical cooperation or cultural exchange agreements are exempt from tax.

Trade deficit narrows

Taiwan's exports expanded sharply in the first quarter, showing improvements over both the previous quarter and the first quarter 1962. Exports totaled US $75 million, up 36% over the same period last year. Imports, including $17.8 million in U.S. AID-financed goods, were valued at $76.3 million, a 6% drop from first quarter 1962. The January-March 1963 trade deficit was $1.3 million, as against $26 million in the same period last year.

The export increase was accounted for mainly by processed agricultural products (higher world market sugar prices, increased tea and canned mushroom exports).

First quarter imports consisted largely of capital goods and agricultural and industrial raw materials. While the local market for consumer goods is quite limited, it is reported that American synthetic fibers, chiefly nylon and polyester blends with cotton and wool, are competitive with the Japanese, and offer a promising export opportunity.

The Foreign Exchange and Trade Control Commission (FETCC) introduced a new import exchange allocation system in February, to be effective on a trial basis through August 22. Under the new system, importers of component parts of electric refrigerators, freezers, passenger cars and power tillers are required to buy from exporters of electrical appliances and machinery and steel products the "right" to utilize foreign exchange for import requirements. The amount of premium paid has reached NT $12 per US $1.

Approved foreign investments during the quarter totalled US $11.4 million, over half of the 1963 goal of $20 million, and nearly 4 times the amount approved in the corresponding period last year. Included are 9 overseas Chinese investments ($2.4 million), and 13 U.S. and Japanese investments ($8.9 million). Largest is the China-Gulf Oil Ltd. lubricant plant investment of $7.7 million.

Several joint ventures effected during the quarter reflected a trend toward smaller capital investment by U.S. firms.

DO IT YOURSELF: Modern equipment, such as this U.S. made power saw, has enabled Taiwan to produce many items formerly imported and created good-paying jobs to raise the island's standard of living.

LIQUID FARM: Fish farming is one of the more popular occupations open to retired Chinese Nationalist soldiers on Taiwan. These former landlubbers are reeling in a net full of fish. (AID Photo)

For example, Dawes Laboratories put $25,000 in a feed supplement plant; Carlin Plastics Production invested $25,000 in the manufacture of PVC, all for export to the U.S.; and International Engineers put an additional $31,000 into the Folex Chemical Corporation for the production of heavy duty polyethylene bags. Several technical agreements which were signed during the quarter by U.S. and Chinese companies will result in the import of U.S. component parts for local assembly.

Production up

Industrial production continued to increase, but except for sugar, cement and steel, the increase appeared to be in excess of domestic and export market demand. In order to compete in foreign markets, many industries, including textiles, paper, cement and monosodium glutamate, continue to rely on industry-financed export subsidy programs. It is clear that continued industrial growth depends on improved quality, lower production costs, and vigorous development of export markets.

Commodities showing produciton increases of over 10% include: PVC plastic (48%); cement (19%); fertilizer (32%); paper (34%); aluminium ingots (134%).

Food processing is the fastest growing industry. A quality control measure was to be implemented May 1, after which only those food processing plants which have passed Government inspection of their production facilities and export marketing competence will be permitted to export.

The iron and steel, cotton textile, pharmaceutical, and paper industries are still badly depressed. Cotton textile producers have already shipped well in excess of the U.S. restraint levels for the present year, and are expecting a considerable drop in sales to the U.S. during 1963. Measures have been taken by both the GRC and the industry itself to limit output, prevent price cutting, and develop new overseas markets, but results to date have been negligible.

Cooperative arrangements have been made among large and small paper mills to alleviate the problems of the industry. Results will not be known before the third quarter. There is a large domestic market for high quality paper, but local producers do not yet put out a sufficiently good product to substitute for imports.

Factories for sale

The Government announced that action was being taken to sell a large Government-owned pineapple cannery, a bagasse board plant, a yeast plant, a hardboard factory, the China Fisheries Corporation, the China Textile Corporation, an alkiline plant, and the Taiwan Aluminum Corporation.

The World Bank (IBRD) concluded an agreement with Taiwan to assist in the preparation of a 5-year transportation investment plan, in order to expand transportation facilities on the island. The IBRD will provide $250,000 for foreign exchange expenses, and the GRC will pay local expenses for the project. A team of French transportation experts arrived in Taiwan late in April to undertake a 6-month survey of all transportation and harbor facilities; their report will be the guideline for the 5-year plan.

Power survey

A survey of Taiwan's electric power needs was begun in March by an AID-financed team. There are 3 other basic industrial surveys planned for AID financing this year, including forestry and wood products and paper; iron and steel; and fertilizer.

Tourism is expanding rapidly, and various projects are underway to improve facilities and attractions, as well as to step up promotion abroad. Several large hotels are under construction, and it is estimated that by December 1964, Taiwan will have facilities to accommodate 200,000 visitors annually.

Pakistan flood project will need 8 regulators

The International Development Association, an affiliate of the World Bank, has extended a credit equivalent to $5 million to Pakistan to protect about 400,000 acres of cultivated land in East Pakistan from flooding of the Teesta and Brahmaputra Rivers.

The flood protection project consists mainly of the construction of an earthen embankment 135 miles long, involving the excavation of over 20 million cubic yards of earth, along the right banks of the Teesta and Brahmaputra Rivers. Eight regulators will be installed, 2 for the discharge of internal drainage water and 6 for controlled intake of flood water. The project also includes the provision of technical assistance and extension services to farmers to enable them to obtain the maximum advantage from the flood protection.

Contracts for major items of imported materials and equipment for construction of the regulators will be awarded on the basis of international competition. The Authority will retain engineering consultants to supervise the preparation of designs and construction work.

Low sales to Europe and Asia cause U.S. April export drop

The Census Bureau has announced that seasonally-unadjusted U.S. exports of domestic and foreign merchandise declined from $2,124.7 million in March to $2,057.3 million in April. However, exports were well above the April 1962 total of $1,885.7 million.

Gains in U.S. exports to Latin America and Canada failed to offset sizeable drops in shipments to Europe and Asia and a small drop in sales to Africa. Asian sales drops were most pronounced in Japan ($33 million) and India ($16 million) while shipments to West Germany (off $20 million), the Netherlands ($17 million), the United Kingdom ($16 million), France ($13 million) and Belgium-Luxembourg ($10 million) led the European decline.

Exports to Canada rose almost $28 million, and a $17 million increase in sales to Brazil offset declines elsewhere in Latin America to account for more than the entire $4.5 million increase in exports to the Latin American Republics.

ITT subsidiary receives $1.6-million Viet-Nam order

A $1.65 million order for telephone switching equipment to modernize the communications of the Republic of South Vietnam has been announced by ITT Export Corporation, a subsidiary of International Telephone and Telegraph Corporation.

The award was made by the U.S. Navy's Bureau of Yards and Docks in cooperation with the Agency for International Development. Under the agreement, the ITT subsidiary will supply switching equipment known by the ITT trade name "Pentaconta" to handle as many as 8,200 telephone lines.

The equipment will be produced by ITT Caribbean Manufacturing, Inc., the firm's manufacturing subsidiary in San Juan, Puerto Rico.

RUBBER AFFILIATES

U.S. rubber companies are affiliated with 21 tire plants in Australia, India, Indonesia, Iran, Israel, Japan, New Zealand and The Philippines.

There are 4 types of affiliation: A wholly owned subsidiary; an associated plant; a purchase agreement; and a technical service contract.

Private steel plant helps Colombia cut reliance on imports

$30 million World Bank loan will expand only integrated plant; international bidding to be used

The World Bank has loaned the equivalent of $30 million to Acerías Paz del Río, S.A., a private corporation which operates the only integrated steel mill in Colombia. The loan will assist a program to improve, increase and diversify the company's output of steel products, thereby reducing Colombia's dependence on steel imports and effecting an annual foreign exchange saving of approximately $10 million.

The total cost of the project is estimated at the equivalent of $58.7 million. The Bank loan will cover most of the foreign exchange requirements; the remaining costs will be met by Paz del Río from its own resources. Imported equipment will be purchased on the basis of international competition.

The mill started operations in 1955 and in 1962 produced 126,000 tons of finished items which consisted of heavy structurals, rails, merchant products and wire. Except for some minor items, the company produces all its raw materials.

The project now being undertaken does not include any new basic iron and steelmaking facilities. It is designed to make possible maximum utilization of the existing plant and fuller use of raw materials and scrap, and to broaden the range of finished products.

Planned construction

It includes the construction of a blooming and slabbing mill, a 48-inch steckel mill, a sinter plant, ingot soaking pits, an oxygen plant and auxiliary facilities, and the purchase of heavy mobile and other equipment. The slabbing and blooming mill and the steckel mill can provide the basis for a cold rolling plant and a tinning line.

The Colombian steel market is expected to grow from about 250,000 tons to at least 400,000 tons by 1970, and Paz del Río should increase its share of the market to 55% as a result of the project.

Acerías Paz del Río, organized in 1947 as a quasi-governmental corporation, is now a private corporation with 80% of its capital owned by private shareholders. Arrangements have been made whereby the balance of shares, now held by the Central Bank, will be transferred to the private sector during the next few years.

Thai road project open to international bidders

The World Bank has loaned Thailand the equivalent of $35 million for the development of the national highways. The loan will help the improvement or new construction of sections of 3 national highways, and will also finance the purchase of road maintenance and other equipment, engineering services and the technical training of Thai personnel.

Contracts for the construction work and purchases of equipment will be let on the basis of international competitive bidding.

The project is being carried out by the Department of Highways, and will include the services of consulting engineers who will assist the Department in the construction work and in reorganizing operational and maintenance procedures. Also included in the project is a training program abroad for Thai personnel.

Total cost of the project is estimated at the equivalent of $62 million. The Bank loan will cover the foreign exchange costs and the local currency costs will be met by the Government of Thailand. It is expected that construction will be completed in about 4½ years.

Wheat sale to Cyprus creates loans for U.S. firms

The U.S. Department of Agriculture has announced a Food for Peace agreement which provides for sale of $2.2 million worth—including certain ocean transportation costs—or about 1.1 million bushels of U.S. wheat.

Of the Cyprus pounds received in payment for the wheat, 25% will be set aside for loans to U.S. and Cypriot private business firms. The loans will be made by the Agency for International Development (AID), U.S. Department of State, Washington, D.C. 20230. Information about the loans is available from AID.

The remainder of the Cyprus pounds will be loaned to the Cypriot Government for economic development projects.

Sales will be by U.S. private traders. Purchase authorizations will be announced later.

EEC Ministers Council takes first steps toward uniform pharmaceutical controls recommended by Commission after study

Measures are designed to eliminate disparities hampering trade in variety of drugs among members of Common Market

The first measures to harmonize member-state legislative and administrative regulations for pharmaceutical products have been adopted by the EEC (European Economic Community) Council of Ministers. The Council largely accepted the recommendations of the EEC Commission, based on Rome Treaty provisions.

Acting on trade complaints that disparities in national legislation and administrative procedures were sharply curtailing intra-EEC trade in pharmaceuticals, the Commission in 1961 appointed a working group of experts to study the issue and used the working group's findings as the basis for a draft directive proposing initial remedial steps.

Labeling

The Council's directive institutes standard labeling requirements and establishes common criteria for authorizing the marketing of new pharmaceutical products.

The decree covers medicines for both human and animal use, including pharmaceutical specialties and surgical materials such as surgical dressings and sutures. Certain provisions are applicable only to medicines destined for human use.

Approval

All new pharmaceutical products must be approved by competent national authorities before they can be marketed. The decree lists minimum criteria to be adhered to by each member-state before granting such authorizations: The product must be innocuous under normal usage; its therapeutic effects must be sufficiently proven; and it must conform in quality and quantity to the information stated on the label.

The manufacturer or seller must submit to national authorities certain information such as: manufacturer's name and address; product's name, composition, and common international denomination as listed by the World Health Organization; therapeutic properties and secondary effects; (for foreign products) the authorization permit from either the country of origin or another country; and (for pharmaceutical specialties) any documents required by the national authorities.

Further steps seen

While these criteria will help unify member-state regulations, the first directive does not require mutual recognition of national decisions. Further harmonization in the procedures of the 6 member-states will be necessary for this.

For all pharmaceutical specialties destined for human use (medicines specially prepared and marketed under a particular name and packaging), labeling requirements have been established. Printed on the outside package must be, among other things: specialty name; formula; permit number; name and address of the manufacturer or marketing agent; and a special marking in red for all narcotics.

Member-states will have 1 year to put these new procedures into effect. For products already on the market, the new regulations will be applicable in 2 years.

A complete copy of the Council's directive was published in the EEC *Official Journal* of June 4, 1963. Copies of this, in French only, may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Viet-Nam encourages foreign investment

An extensive list of "priority" activities eligible for benefits under South Viet-Nam's Investment Law has been released by the Government. The list includes, among others: fertilizer, animal feedstuffs, oil extraction, paper and paper pulp, lumber, chemicals, food products, rubber products, metals processing, machinery, and electrical equipment.

Copies of the list and of the enactment law are available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Foreign firms welcome as Libya lures more tourism

Libya recently announced that foreign firms wishing to build hotels would be welcomed by the Ministry of National Economy and tourism officials.

A long-term plan to boost Libya as a tourist center is being studied by Government officials. If the plan is approved, tourism experts from other countries may be appointed to put it into operation.

Tripoli meetings

Meetings have been held in Tripoli with representatives of several Embassies to discuss possible foreign-company participation in developing the country's tourist trade. Encouraged by an increasing influx of visitors, officials envision several new hotels in the coastal regions. They plan to reduce formal procedures and red-tape where tourist visas are concerned.

Libya offers attractive beaches in a Mediterranean locale with a mild winter climate permitting year-round activities. In addition, it possesses splendid Roman or Hellenic archeological remains at several coastal sites.

Italy preparing to apply food law changes in 1964

Implementing sanitary regulations on foodstuffs sold in Italy must be issued by Apr. 12, 1964 under Law No. 441 (*Gazzetta Ufficiale* No. 98, Apr. 11, 1963) revising an earlier measure (Law No. 283, *Gazzetta Ufficiale* No. 139, June 4, 1962), the U.S. Embassy in Rome reports.

The new law specifies that implementing regulations are to be issued no later than 1 year from the law's effective date of Apr. 12, 1963.

A loan copy of an informal English translation of the law is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Investment rules changed by Japan, looking to OECD

Procedures liberalized in light of IMF Charter's requirements

Wide-ranging changes in Japan's foreign investment rules went into effect on July 1. The shifts are designed to liberalize investment procedures as the country prepares to join the Organization for Economic Cooperation and Development (OECD) and undertake the obligations of Article VIII of the International Monetary Fund (IMF) Charter.

Foreign exchange

All principal and income from foreign investments made after July 1 will be freely remittable in foreign exchange, but such investments will require specific Government approval. Foreign investments calling for yen rather than foreign-exchange payments—including purchases of stock through the market as well as joint ventures and licensing arrangements with Japanese firms—are now prohibited, as is the establishment of branch offices or plants on a yen basis.

Previously, foreigners could invest more or less freely on a yen basis when they were not seeking convertibility into foreign exchange, but investments carrying the Government's guarantee of such convertibility were subject to a restrictive validation procedure. The new screening procedure is described by the Government as simpler, quicker, and more liberal in application, and supposedly makes unnecessary the non-validated channel previously open to foreigners willing to accept yen payments.

SOME THAI DUTIES CUT

Thailand, in an effort to promote local industry, has announced duty decreases on certain items. Rates (with old rates noted in parentheses) are in percent ad valorem, except where otherwise stated:

73.03, iron scrap, 2% (5.5); 25.32, bauxite, 10% (27.5); 29.01(b) alkyl benzine, 10% (27.5); and 10.01, wheat, 1.50 baht (7.1¢) per kilogram (2.20 baht—10.5¢—per kilogram).

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Sulphur control lifted by Mexico; others modified

Recent changes affecting various items are noted

Ground and unground sulphur entering Mexico no longer requires an import permit from the Ministry of Industry and Commerce. Word has been received that the Government on April 23 lifted the prior-import-permit requirement.

A clarification of the prior-import-permit regulation imposed March 6 on electric hair-waving, curling or drying apparatus (import tariff classification 735.-06.00) states that only electric hair-drying apparatus is subject to import control.

Importation of all animal and vegetable fats and oils (except shipments consigned to the Banco Nacional de Comercio Exterior) was prohibited as of May 18. A clarification appeared on May 23, stating that imports by the Banco Nacional must be authorized by the Mexican Ministry of Industry and Commerce. It is understood that imports of lard through Tijuana, Baja California, will be allowed for consumption in the free zone of that state.

Controlled

Added to the list of items subject to import control were various other items including telephones for external communication; cartridges and separate cartridge parts, loaded or unloaded, for sporting guns; ignition coils for internal combustion engines (identified as being exclusively for automobiles); and horizontal lathes of the following capacity: center height above the solepiece 13.4 cm. (5¼"), maximum turn 26.7 cms. (10½"), distance between centers 76.2 cms. (30").

Extension

Import control on iron or steel cable, with or without vegetable fiber core, was extended to include imports into Mexican free zones and perimeters.

A new Mexican regulation requires a certificate of fertility for breeding bulls imported after June 1. The regulation is applicable only to animals older than 18 months, and the test is intended to demonstrate that the semen of these animals contain spermatozoids that are mobile in no less than 50% of the ejaculate. While the test does not guarantee that these animals may remain fertile in the future, it is an index that at the moment of test, the animal is potentially fertile.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

AUSTRALIA—Contract valued at approximately $5 million awarded to F. T. Eastment & Sons Pty., Ltd., of Sydney, by Electricity Commission of New South Wales, for civil works associated with units 1 and 2 of **Munmorah Power Station.**

PAKISTAN—Circular notices furnishing details on **award of tenders** issued by Department of Investment Promotion and Supplies. Tenders No. VA-3/AID/407/66572/C/62; VA-3/AID/407/66572/D/62 available on loan basis.★

MISSION SURVEY

24 Swedish manufacturing techniques available to U.S. companies

New license offers include parking garage equipment, toy hockey game, concrete railroad ties, highway marking paint, floor sealing and finishing compound, glass fiber spars, valves

During interviews with Swedish businessmen from May 4 to June 7, the U.S. Trade Development Mission to Sweden located 24 varied opportunities for American manufacturers to produce Swedish goods.

These products range from furniture, venetian blinds, disposable diapers, paint, glass fiber tubes, concrete railroad ties, roof drain, fabricated metal products and toys, to outboard motors, materials-handling equipment, concrete mixer, laminating machinery for joining wood and plastic, mine shuttle trucks, measuring equipment and gunsights.

The names and addresses of the Swedish firms offering licenses for the U.S. manufacture of the products, and in most cases additional information, may be obtained by interested American manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number following the opportunities described below.

251 Furniture

Manufacturer of a unique mechanism for adjusting posture positions in office or household chairs seeks U.S. licensee. File 1115.

Office furniture manufacturer offers license for the U.S. production of its furniture of wood and plastics which is held together by a special system of metal frames. The metal frames may be used for a complete line of furniture, shelving, cabinets and tables on a production basis. File 1116.

259 Venetian blinds

Offers license for U.S. manufacture of a cordless-type venetian blind. File 1117.

264 Disposable diapers

Licensee sought for the production of disposable diapers by manufacturing firm which reports that it has 60% of all diaper sales in Sweden, retailing through food supermarkets. File 1118.

285 Paint, floor sealer

License offered for the manufacture of special, durable marking paint for highways. The product is a flexible nonslippery resinous compound which can be laid on asphalt, reinforced concrete and similar materials. It normally sets within 90 seconds at a temperature of about 77°F., can be applied at temperatures above 44°F. and does not smudge or smear. The material is highly reflective and makes lines stand out clearly night and day whether the road is wet or dry. File 1119.

Manufacturer of sealing and finishing compound for wood and linoleum floors seeks U.S. licensee. This plastic sealer is safe underfoot and eliminates wear and tear for at least 6 months in commercial applications and in many cases for over a year. Longer product life can be expected in a home. After being treated by the sealer, floors are impervious to dirt and stains, and may be cleaned by wiping with a damp cloth. The sealer also may be used on window sills, tables, panelling and most other surfaces where a tough and attractive finish is desired. File 1120.

307 Glass fiber tubes

License offered for the U.S. manufacture of glass fiber spars for sailboats and other purposes where anticorrosion and high load-carrying features are needed. File 1121.

327 Railroad ties

Manufacturer of concrete cross ties and rail fastenings wants U.S. license to manufacture a prestressed concrete railroad tie with intermediate steel tube and rail fastener. The ties have been tested and reported on favorably by the Portland Cement Assn. File 1122.

332 Roof drain

License for the production of a gray cast-iron roof drain is offered U.S. manufacturers. Drain is now being manufactured in Norway, Denmark and Finland, as well as Sweden. File 1123.

342 Hand wrench

Licensee sought for the production of a forged hand wrench that is reported to be faster than conventional wrenches. Licensee must have a sales organization. File 1124.

343 Camping stoves

License offered for the U.S. manufacture of a camping stove which uses propane gas and has a refillable gas cylinder. File 1125.

344 Metal grating

Manufacturer of grating material such as is used in boardwalks, steps and staircases seeks a U.S. licensee. File 1126.

349 Valves

Manufacturer of a complete range of gate, swing check and globe valves and expansion joints, especially for the oil industry, offers its products for manufacture in the U.S. under license. U.S. patents have been issued. File 1059.

351 Outboard motor

Offers license for U.S. production of outboard motor. File 1127.

353 Materials-handling equipment

License offered for the production of a basket for handling bricks and other materials with overhead cranes. The basket can carry a load of 1,800 lb. and features an automatic unloading mechanism. File 1128.

Manufacturer of accessories for use on medium-duty industrial tractors seeks American licensee. The accessories are for specialized applications in lumber and mining industries. File 1129.

U.S. licensee sought for the production of a materials and passenger hoist for use at construction sites and movable parking plates designed to increase the capacity of parking garages.

The building hoist offers the advantages of large capacity, reliability, safety and reduced erection time. Consisting of two cages, it operates on the counterweight principle—one cage ascending while the other descends. This allows for loading and unloading at the same time and results in smoother work, reduced waiting time and higher capacity.

Several special features are available in the twin hoist. One of these is a landing variator which permits alternate running of the cages to two different landings with a maximum height difference of about 10 feet. The variator is particularly useful in hoists equipped with a concrete bucket in lieu of one of the cages. With this arrangement, the remaining cage can be used for hoisting materials to the same landing to which concrete is being lifted.

Purpose of the garage plates is to utilize the wide driving lanes which exist in parking garages. The plates may be arranged to accommodate one to four automobiles which can be moved back and forth manually or by a motor in the driving lane to allow other cars to enter or leave the regular parking spaces. File 1130.

355 Special industrial machinery

Seeks U.S. licensee to manufacture concrete mixer of a newly developed design available in several different sizes. This turbotype pan mixer is capable of mixing 49 batches in an hour. File 1131.

License offered for the U.S. production of high-frequency laminating machine for joining plastic and wood. File 1132.

371 Mine shuttle trucks

Manufacturer of diesel-powered mine shuttle trucks for iron ore mines wants to

grant license to U.S. manufacturer for production of its trucks. File 1133.

382 Measuring equipment

Licensee sought for the production of a parking meter that acounts for 80% of the Swedish market and is exported to Finland, Iceland and Kenya, and has been authorized for a trial installation in New York City. File 1134.

U.S. licensee sought to produce an electric carbon-monoxide detector and indicator for use in coal mines, foundries and public garages or wherever gas is a problem. File 1135.

383 Gunsight

License offered for the manufacture of gunsights which sell for about $15 in Sweden. File 1136.

394 Toys

Manufacturer of a battery-operated toy hockey and soccer game made of plastic seeks licensee. File 1137.

'How to' skills interest 15 Swedish concerns

U.S. Mission finds license openings in varied lines

The recent U.S. Trade Development Mission to Sweden received many requests from Swedish businessmen to manufacture American products under license. These products include packaged food products, cups, home permanents, bronze bushings and aluminum die-casting products, oil drum closures, material-handling equipment, special industry machinery, household appliances, lighting fixtures, dump trucks and varied other manufactures.

204 Food products

Manufacturer of wheat and rice flour, cake mixes and corn flakes seeks license to make ready-mix foods, such as cake mixes, breakfast foods and similar products. AB Saltsjoqvarn, Stockholm 4.

264 Cups

Paper products manufacturer seeks license to make cups of paper, Styrofoam and other materials except glass. Esselte PAC, Norrkoping.

284 Home permanent

Cosmetics manufacturer seeks license to manufacture ladies' home permanent and other cosmetics. Nils Bergman & Co., Stampgatan 22a, Goteborg.

336 Nonferrous foundries

License sought for the production of bronze bushings and aluminum, gravity-die-casting products. Johnson Metall, Orebro.

346 Oil drum closures

Manufacturer of oil drums wants to make oil drum closures under license. AB Hannells Emballagefabrik, Ornskoldsvik.

353 Material-handling equipment

License sought for the production of mine hoists, asphalt-aggregate spreader, concrete laying equipment and related machinery. P.C. af Buren AB, Rasundavagen, 53, Solna.

Manufacturer of railway rolling stock and earth moving equipment seeks license to make transportation equipment and conveyors for handling logs. AB Svenska Jarnverkstaderna, Linkoping.

355 Special industry machinery

License sought for the production of machinery in the following fields: Paint, paper, rubber, pharmaceuticals and base chemicals. AB Trebec, Regeringsgatan 56, Stockholm.

Manufacturer of chippers, circular head saws, resaws and edgers seeks license to produce new types of woodworking machinery. AB Maskinfabriken i Ornskoldsvik, Ornskoldsvik.

License sought for the manufacture of packaging equipment for fresh food such as fruits and processed meat to be placed in trays for supermarkets. Maskinfirman Lindell AB, S. Langgatan, 25, Solna.

363 Household appliances

License sought for the production of household appliances and other electrical products. Aktiebolaget Frili, Industrivagen 6, Solna.

364 Lighting fixtures

Manufacturer of bulb and tube-type lighting fixtures seeks license to make newly designed U.S. fixtures. Taiba AB, Ornskoldsvik.

371 Dump trucks

Heavy-duty transport equipment manufacturer seeks license to produce heavy-duty single-axle dump trucks. Eksjoverken AB, Box 96, Eksjo.

Varied products

License sought for the manufacture of refrigeration, heating, welding and compressor controls, together with related hardware items. Kontroll-Automatik, Mjolby.

Precision machine shop seeks license to manufacture precision pumps and small machine tools. AB Svenska Precisionsverktyg, Nacka.

U.S. equipment, know-how asked

New manufacturing projects proposed by 4 Indian groups

Four organizations in India are interested in setting up manufacturing facilities there. To further their industry projects, they are seeking U.S. equipment, as well as technical and financial assistance.

Interested U.S. firms may obtain further information about any of these projects by writing to the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230, and referring to the individual file numbers that follow each project description.

■ **Electric detonators.** U.S. equipment and know-how are being sought by an Indian wholesaler of coal, coke, gypsum, dyes and chemicals to establish a plant capable of producing 50 million detonators annually.

The demand for electric detonators by the Indian coal industry is about 170 million a year, according to reports. In the past year, detonator shortages of varying acuteness have been experienced by most users. India currently depends on imports for its requirement of detonators. *File 4-2892-2 (H).*

■ **Steel castings.** A subsidiary of a well-known Indian firm is interested in obtaining U.S. equipment and know-how to manufacture steel castings.

The Indian entrepreneurs are in a position to provide the entire rupee cost of the project. They plan to produce 3,600 long tons of steel castings a year. *File 4-3323-4 (H).*

■ **Welding electrodes.** An established Indian businessman is interested in obtaining American financial and technical collaboration to establish a plant for the manufacture of welding electrodes.

Total capital to be invested is estimated at approximately $200,000 of which the U.S. investor is expected to provide one-third. *File 4-3623-6 (H).*

■ **Wire, magnets, instruments.** An Indian producer of electric meters, nonferrous alloys, copper, cadmium copper and aluminum conductors, and arsenic copper rods, seeks U.S. know-how to establish facilities to manufacture a number of

products. These include: (1) Enamel copper and aluminum wire, (2) phosphor bronze wires and strips, (3) electrical measuring instruments and apparatus, (4) humidity measurement and control instruments and systems, (5) electrical resistance alloy materials and (6) permanent magnets. *File 4-3350-1 (H).*

Reference study on El Salvador now available

Provides kaleidoscopic view of industry promotion, growth

Under the auspices of the Agency for International Development (AID), Conway Research, Inc. has just published a 36-page reference study on El Salvador. The study offers U.S. investors a kaleidoscopic view of industrial promotion and development in El Salvador described as a "key country in a region which is at long last making a positive move toward its full economic potential."

Growth trigger

The long-term outlook for El Salvador, according to the study, is for continuing growth. As one of the more active members of the Central American common market, El Salvador views the tariff reducing agreements among the five member nations as the trigger which can set off an explosion of industrial growth.

The publication reports that all member countries of the Central American common market—Guatemala, Honduras, Nicaragua, Costa Rica and El Salvador—are anxious to encourage outside investors to assist their marketing needs by establishing manufacturing and distributing facilities in the region. Of particular interest to potential investors is the uniform industrial incentives law (pending ratification by member nations) which the study presents in detail.

There is also a comprehensive list of feasibility studies now in process and others which have been completed by the El Salvador Industrial Development Institute (INSAFI). This latter organization deals directly with business firms wishing to invest in El Salvador. An Office of Private Enterprise, part of the INSAFI organization, offers direct data assistance to potential investors, assists in bringing outside firms together with Salvadoran interests to form joint ventures and assists private firms in preparing loan applications for submission either to local or international lending agencies.

Conway Research, Inc. is currently completing similar studies on Colombia and Costa Rica. Availability of these publications will be announced in INTERNATIONAL COMMERCE in the near future.

U.S. investors may obtain copies of the Conway Research Reference Study on El Salvador, on a loan basis, by request to the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230.

Vietnamese manufacturer seeks air conditioners

A newly established Vietnamese firm is interested in manufacturing room air conditioners under U.S. license.

The company proposes to make 2,000 units annually and will import all major components. It would also welcome equity participation by the U.S. licensor.

Write Mr. Nguyen Huu Hanh, South Viet-Nam Cold Storage Corporation, c/o SOFIDIV, 3, Vo Di Nguy, Saigon, Viet-Nam.

Overseas firms want tie-ups

Consumer, industrial goods cited by European, Australian groups

Manufacturers in Austria, Australia, England, France, Scotland and Switzerland are seeking U.S. capital and technical know-how to produce air conditioners; construction, mining, and materials-handling equipment; furniture; greeting cards; ladies' girdles; metalworking equipment; paper-processing machinery and prefab building elements.

Air conditioners

Australia. Producer of car air conditioners seeks financial participation by a U.S. manufacturer of air conditioners to expand production. Major Industries Pty., Ltd., 201 Liverpool St., Sydney.

Construction, mining, materials-handling equipment

England. License sought for the production of roadbuilding equipment, oilfield equipment, vibrating screens, coal stocking and reclaiming machines, water works equipment, power station plant and fine coal centrifuges. Robert Cort & Son, Ltd., Elgar Rd., Reading, Berkshire.

Furniture

England. Manufacturer of housewares seeks license to make occasional furniture. J. M. Doughty & Sons, Ltd., 214-222 St. John St., London EC1.

Greeting cards

Australia. Manufacturer of gift wrapping seeks license to make novelty and general greeting cards. Shanks Pty., Ltd., 37-39 Chard Rd., Brookvale, New South Wales.

Ladies' girdles

Switzerland. Producer of knitted and jersey goods seeks license to manufacture ladies' girdles of Virene or Lycra. W. Achtnich & Co., AG, 13 Gertrudstr., Winterthur.

Metalworking equipment

Austria. Manufacturer of fine-boring machines and related custom-made equipment used particularly by the automobile industry seeks license and capital to make additional machine tools, and other high-precision machinery. Ernst Krause & Co., 151 Engerthstr., Vienna XX.

France. Manufacturer of nonferrous castings seeks license to produce taps and related items. Soc. des Anciens Etablissements L. Mignot, 136 ave. Jean Jaures, Cahuny (Aisne).

Paper processing machinery

Scotland. License sought for the production of envelope making, paper converting, packaging and printing machinery. David Carlaw, Ltd., 31 Finnieston St., Glasgow, C.3.

Prefab buildings

France. Ship builder and boilerworks manufacturer seeks license for the mass production of prefab building elements such as walls, partitions and roofs. Ateliers et Chantiers de Dunkerque et Bordeaux, 9, rue Louis Legrand, Paris 2eme.

Ceylonese fishing fleet asks 25% U.S. participation

A Ceylonese fishing firm wants a U.S. partner. The company recently added a freezing and cold-storage plant to its operation and now proposes to establish a canning plant and increase its fleet of 2 tuna boats and 3 trawlers to 4-5 tuna vessels and 3 trawlers within the next several years.

The company solicits U.S. participation to the extent of 25%, in exchange for the sale of the vessels and canning equipment and provision of technical assistance. A 22% equity is currently held by Japanese interests, according to reports.

For further details, write to the Bureau of International Commerce, Office of International Investment, File 4-2036-1(W), U.S. Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities pages 25-39

South Australian railways plans standardization project

South Australian Railways, Adelaide, South Australia, is calling attention of interested contractors to the following standardization of 100-mile stretch of railway line between Broken Hill in New South Wales and Port Pirie in South Australia:

Earthworks and bridge construction: first contract for earthworks in connection with conversion of railway between Port Pirie and Cockburn will comprise surface forming and cut, and filling in earth and rock.

Bridge construction contract is in connection with the same conversion.

Plate laying: It is intended to let contracts for plate laying in connection with the same conversion of the railway to standard gauge. Main line track will comprise rail weighing 94 lb. per lineal yd. welded into lengths up to 240 ft. and secured to timber sleepers, and will be ballasted with crushed stone. Materials comprised in track work, including ballast, will be supplied by the Department of Shipping and Transport.

All the above work will be carried out in accordance with Departmental specifications.

Contractors are invited to register their names and submit particulars of related work performed.

Firms interested in any one of the above contracts should address applications to: Chief Engineer, South Australian Railways, Box 1825, G.P.O., Adelaide, South Australia. Applications should include a statement of plant available and present commitments.

VHF radio equipment sought by Chile

The Ministry of Public Works, (Sanitary Board) of Chile has issued public bid 59, for the supply of eight vhf, dual channel, transmitters and five receivers, operating in the 144-174 mc. band. The bid deadline for this procurement is July 26. Copies of the bid documents and specifications, (in Spanish) are available for review at the Electronics Division, BDSA, (308), Rm. 4125, Department of Commerce, Washington, D.C. 20230 (Telephone: WOrth 7-2334).

NATO projects in Norway open to U.S. bidders

Two NATO projects in Norway, estimated to cost a total of over $700,000, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

Project 151, estimated cost $125,000, calls for the supply and installation of ventilation, dehumidification, sanitary and electrical equipment.

Project 23, estimated cost $577,000, calls for the supply and installation of various equipment including ventilation, dehumidification and electrical equipment; rectifier installations for battery charging; standby power generators; dock gates; fixed overhead cranes (one 10 ton, three 2 ton, one 1 ton); compressor plant; fixed fire fighting equipment; pumps, valves, pipes, for 2500 cu. m. oil storage tank.

Interested firms eligible to bid on NATO projects should formally express their desire to be invited to tender before July 20 to the American Embassy, Oslo, Norway, for transmission to Forsvarets bygningstjeneste, Chief Engineer. Projects are classified and security clearance therefore is required.

A copy of the bid invitation containing additional information is available to eligible U.S. firms from BDSA's Commodity Export Promotion Staff, Rm. 4317, Department of Commerce, Washington, D.C. 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Korea issues tenders for broadcast equipment

The Office of Supply, Government of the Republic of Korea, has issued invitation No. KFX-3053-S, Project No. 63-40, to supply various types of broadcast equipment for the Ministry of Information.

Among the various types of equipment to be supplied are 10 all-wave am/fm receivers, five vhf am/fm communications receivers, two uhf receivers, five crystal controlled all-wave communications receivers, three vhf fm broadcasting transmitters and receivers for remote broadcasting; ten 10 watt fm transmitters, 88-108 mc band; three remote pick-up equipments with 15 watt transmitters; one microwave stl system, 12 kmc, and one time-tone broadcasting clock system.

Also required are several groups of meters, capacitors, resistors, crystals, tubes, transformers, and other spare parts. Bid deadline is July 24.

Copies of the bid documents may be reviewed at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, D.C. 20230 (Telephone: WO 7-2334).

Libya will construct sewage disposal works

The Ministry of Finance of Libya invites tenders for the construction of a sewage purification works, sewage pumping station, pumping main and a trunk sewer for Tripoli.

The project calls for the construction of 16 sedimentation and humus tanks; four biological filter beds; eight sludge digestion tanks; six sludge drying beds; recirculation, effluent, and sludge pumping stations, and the laying of steel and concrete mains.

A copy of the conditions and specifications may be obtained for US $140.00 (£50) from the Chief Engineer, Development Council, Kingdom of Libya; the Regional Director, Development Council, Cyrenaica, Libya, or the consulting engineers, Howard Humphreys and Sons, Westminster House, West St., Epsom, Surrey, England.

Tenders accompanied by a guarantee of US $2,800 must be submitted to the President, Central Tenders Board, Ministry of Finance, Tripoli, Libya, by 10:00 a.m., July 22.

Microwave system planned for Indian railways

The South Eastern Railway, Calcutta, India, has isued a worldwide tender, No. WL/Tender-M-Wave/CKP-BIA, for the supply of a microwave system, interconnecting Bhilai and Chakradharpur with 12 telephone channels, a distance of over 300 miles with a second route from Bilaspur to Chakradharpur, a distance of approx. 240 miles, with 8 telephone channels.

Bid documents and specifications may be obtained upon payment of 25 rupees (one rupee=$.25) from the Chief Signal and Telecommunication Engineer, South Eastern Railway, 11 Garden Reach Rd., Calcutta 43, India, plus a mailing fee of 78.60 rupees, by postal money order to the Chief Cashier, South Eastern Railway.

The bid deadline is September 2. A copy of the bid documents and specifications may be reviewed at the Electronics Division, BDSA (308), Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-2334).

Burma announces bids for distillery equipment

The General Manager, Burma Beverages, Ltd., Burma Economic Development Corp., 186 Maha Bandoola St., Rangoon, Burma, has announced a tender for the purchase of machinery and equipment for the Mandalay Brewery and Distillery with a deadline of July 31.

This equipment is to be paid for through the Embassy of the Union of Burma, London, U.K.

The equipment includes a diesel alternator plant; a water softening plant; a keg beer filling plant with sterilization facilities, accessories; and a refrigerating plant for the beer cold room.

A copy of the specifications is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Washington, D.C. 20230. (Telephone: WO 7-5589).

Brush-making machinery wanted in UAR

The General Organization for Executing the Five Year Plan, Cairo, U.A.R., invites tenders for the supply of machinery to produce 200 to 400 household brushes per six hour day. These include fine brushes, coarse brushes, brooms, banisters, filled with hair, coco fibre or other usual filling. Current available is 380 volts, 3 phase, 50 cycle. Technical assistance and supervision of erection and production is required.

Bid deadline is August 10. Bid quotations should be submitted to the above at 6 Khalil Agha St., Garden City, Cairo, U.A.R. A set of specifications is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Rm. 4022, Washington, D.C. 20230. (Telephone: WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone: WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce (BIC), Commercial Intelligence Division, Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

200 Food

★★ NORWAY—Trade Mission

Interested in food products such as cornstarch, dried peas. Henrik Hafstad, Olav Kyrresgate 11, Bergen. I.R. 6.

Interested in food products such as coffee, canned goods. H. Haneborg Hansen, Ovre Slottsgt. 9, Oslo. I.R. 71.

★★ SWEDEN—Trade Mission

Sales agent for food products desires to be agent for all types of U.S.-produced food products. Tore Smith & Son AB, Malmo. WTD 3/31/54 I.R. 217.

Importer of food products is very interested in purchasing U.S. food commodities. AB R. Lundberg, Box 104, Malmo 1. WTD 7/29/55 I.R. 230.

Importer of food products wishes to purchase all types of prepared foods, for both supermarket and non-supermarket distribution. T. Winberg AB, P.O. box 3044, Goteborg. WTD 12/5/61 I.R. 216★.

Importer of prepared foods desires to purchase canned foodstuffs, especially fruit. Elof Hansson, P.O. box 183, Goteborg. WTD 4/9/63 I.R. 145.

201 Meat Products

★★ SWEDEN—Trade Mission

Importer, general agent of food products wants to purchase all types of prepared foods, especially meat products. AB Rune Lundh, Malmo. I.R. 229.

203 Canning, Preserving Food

BELGIUM—Dried peas, Alaska type; Michigan type white beans. Mr. Georges Lambret, Conserves Culina, (canner), Thorembais.

★★ NORWAY—Trade Mission

Dry, dehydrated, canned foods. W. D. Jordan A/S, P.O. box 424, Bergen. WTD 5/24/63 I.R. 8.

General line of dehydrated, canned vegetables, juices. Bjarne Johnsen, Strandgaten 221, P.O. box 428, Bergen. WTD 2/10/60 I.R. 5.

Wants consumer, institutional pack, canned or dry, citrus fruits, pineapple, asparagus, all fruits, vegetables, and almonds. Carl B. Proesch, Prinsensgt. 7, Oslo. I.R. 25.

U.S. canned food products. A/S Trans-Scandia Ltd., 5 Rosenkrantz Pl., Oslo. I.R. 120.

Interested in importing frozen scallops, oysters, shell fish. Also foods, drinks, alcoholic, fruit juices—canned, frozen, dried, concentrates, dehydrated. Reynolds & Berge, Klingenberggt. 7, P.O. box 1275, Vida, Oslo. I.R. 83.

Canned fruits, dried fruits, dried vegetables, crab meat, fruit juices concentrated, fruit juices, fruit drinks powdered, peas, tomato paste, carrots, onions. Leif Dogger, Radhusgt. 14, Oslo. I.R. 44.

204 Grain Mill Products

★★ NORWAY—Trade Mission

Interested in barley for brewing (two row, 9-12% moisture, less than 11% protein content, must germinate 95-98%), feed grains, rye, milling grains. Albert Killen A/S, Havnelageret, Langkaia, Oslo. WTD 10/10/58 I.R. 99.

Interested in brewing barley, grains, feed and milling—wheat, rye. Erik Berg & Oppegaard A/S, Rosendrantzgaten 10, Oslo. I.R. 109.

207 Confectionery

★★ NORWAY—Trade Mission

Chocolate pudding, ice-cream, chewing gum, cough drops. Egill W. Aarø A/S, Haakonsgate 27, Bergen. I.R. 17.

★★ SWEDEN—Trade Mission

Importer of candies, confections anxious to expand in this field. Viktualiekompaniet AB, Stadiongatan 53 A, Malmo V. WTD 3/10/54 I.R. 218.

Importer of confections wishes to represent leading candy manufacturer. Senytt, Falhagsgatan 22, Uppsala. I.R. 127.

208 Beverage Industries

★★ NORWAY—Trade Mission

Would like to represent U.S. alcoholic beverages. Odin Henrikssen & Sonn, Strandkaien 6, P.O. box 310, Bergen. I.R. 11.

209 Food Preparations

IRAN—Inedible tallow; requests detailed information, price quotations for various qualities. Mr. Reza Falsafi, Super Chemical Co., Ltd., (importer, wholesaler, commission agent), Taghi Nia Bldg., Saadi Ave., Tehran. WTD 4/24/62.

★★ NORWAY—Trade Mission

Interested in wheat gum, yeast for cattle food on an exclusive agent basis. Hans Claussen, P.O. box 44, Bergen. WTD 5/20/63 I.R. 10AA.

Wishes to purchase in U.S. frozen sliced orange peel for marmalade, dry whole yellow and green peas, fresh pears. Also modern food processing machinery. Leif H. Strøm, Dronningensgt. 16, Oslo. WTD 4/8/60 I.R. 24.

Raw materials for food manufacturing. Also interested in mono sodium glutinate, corn syrup solids, yellow, dried whole peas, green, dried whole peas, yeast extract, diced dehydrated apples, dehydrated vegetables, citric acid, gelatine and packaging materials for dehydrated soups such as potato starch and corn starch. Rieber & Son A/S, Nøstegt. 58, Bergen. WTD 1/31/61 I.R. 22.

★★ SWEDEN—Trade Mission

Importer of food preparations wishes to purchase a complete line of "snack foods," specialties such as lobsters. Soderquist & Albihn AB, Lilla Korsgatan 2, Goteborg C. WTD 5/19/61 I.R. 152.

Importer of prepared foods wants to purchase "Instant Coffee" and repackage it under own brand name. AB Isakson & Co., Ostersund, I.R. 277.

220 Textile Mill Products

DENMARK—Textile piece goods for wind breakers, weatherproof top coats, such as nylon fabrics, nylon/cotton blends, nylon fabrics laminated with foam rubber, linings;

polyester/cotton blend fabrics, novelty fabrics for sportswear and ski apparel. Busch-Knudsen, (importer, wholesaler, manufacturer), 41 Skelbaekvej, Risskov. WTD 3/19/62.

GERMANY—Textile fabrics for the manufacture of outer garments, e.g., suits, coats, in volume, also new lines of synthetic fabrics. Direct purchase and exclusive agency. Karl W. Hofmeister, (agent), Wegenerstr. 6, Hannover.

★★ NORWAY—Trade Mission

Upholstery textiles, carpets, drapery, all home funishings, fabrics. Th. M. Bjørnstad, John Colletts Alle 99, Oslo. I.R. 124.

Cotton piece goods for the clothing trade, plain, printed. Also printed nylons, flocked synthetic fabrics. Bj. Stokstad, Storgaten 14, Oslo. I.R. 36.

221 Broad Woven Fabric Mills, Cotton

AUSTRIA—Terry cloth fabrics, particularly milled, printed fabrics, to complement own production line; to be used in manufacture of household, beach towels, beach robes. Schlesische Leinen- und Damastweberei Nachf. E. Machold KG, (mill, manufacturer), Goetzis, Vorarlberg.

★★ SWEDEN—Trade Mission

Importer of sportswear, work clothing wishes to be agent for heavier cotton fabrics suitable for work clothing. Scanconverting Co., Fack, Goteborg 29. I.R. 140.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

GERMANY—Manmade fiber fabrics for ironing machines. Erich Grosskopf, (wholesaler, manufacturers' agent), 21 Klopstockstr., Hannover.

★★ NORWAY—Trade Mission

Interested in additional lines of textiles, especially synthetics. Lars S. Riise, P.O. box 978, Bergen. WTD 11/27/62. I.R. 2.

Interested in cotton goods, nylon for men's, women's, childrens' clothing. Oluf B. Andreassen, Huitfeldtsgate 8b, Oslo. WTD 2/27/61 I.R. 50.

★★ SWEDEN—Trade Mission

Importing agent of raw textile materials wishes to represent producers of synthetic fibers. Paul Drews & Co., Kanaltorget 1, Goteborg. WTD 6/18/62 I.R. 175.

224 Narrow Fabrics, Other Smallwares Mills: Cotton, Wool, Silk, Man-Made Fiber

★★ SWEDEN—Trade Mission

Manufacturer of automobile seat belts wants resource for nylon webbing. Stil-Industri, Vargarda. I.R. 131.

Established textile agency wishes to purchase synthetics, nylon blends for lingerie, blouse trade. Peter Sonnlechner & Son, Polhemsgatan 4, Stockholm. I.R. 98.

225 Knitting Mills, Products

★★ SWEDEN—Trade Mission

Importer of ladies' piece goods seeks to represent producer of laminated knit jerseys. Agenturfirma Sven Modelius, Tursagatan 9, Box 1308, Boras. I.R. 171.

229 Textile Products

■ **GUINEA**—Textiles, nylon with metal embroider; cotton prints, 30" to 34", approx.; mercerized U.S. drill, man-made fiber dacron, 55". Prices to be quoted cif Conakry, normal commercial packing by sea freight. Amount $80,000. PA#675-901-356-3200. Limited worldwide (901). Bid deadline July 20. Sonatex, B.P. 204, Conakry. S/A No. 2/63.

★★ SWEDEN—Trade Mission

Importer of textile goods wishes to purchase new synthetics, other textile innovations. 1) Sobelpals AB; 2) Carlsunds Konf., 1) Tranas, 2) Nassjo. I.R. 256.

Sales agency firm wishes to represent mills specializing in textiles for the home. Ulrik Schramms Agenturer, Stortoget 29, Malmo. WTD 6/11/59 I.R. 213.

Reputable textile agency wishes to purchase cottons, woolens, synthetics, stretch fabrics. Walters Textilagentur AB, Molndalsvagen 32, Goteborg. I.R. 142.

230 Apparel

★★ NORWAY—Trade Mission

Interested in adding lines of U.S. soft goods to line. Yngvar Arenstedt, Dronningensgt. 14, Oslo. WTD 7/17/62 I.R. 121.

Interested in acting as a sales agent for better to medium clothing industry, coats, suits, dress goods, men's, womens', childrens'. Eivind Borg, Mollergaten 24, Oslo. I.R. 48.

★★ SWEDEN—Trade mission

Established importer wishes to act as sales agent for cotton underwear, printed, woven sports, working shirts, knitted orlon, synthetic goods. AB Herbert Dieden & Co., Malmo. I.R. 215.

232 Men's, Youths', Boys' Furnishings, Work Clothing

★★ SWEDEN—Trade mission

Importer of ready-made clothing, piece, gray goods wishes to purchase low cost work clothing, underwear, outerwear. Ivan Sjoberg & Co., Norrkoping. WTD 9/19/61 I.R. 235.

233 Women's, Misses', Juniors' Outerwear

★★ SWEDEN—Trade mission

Wholesaler of women's blouses, dresses, hosiery wishes to represent principal converters, mills of ladies' blouses, dresses. Allan Ostebo, N. Gubberogatan 18, Goteborg O. I.R. 172.

238 Apparel, Accessories

★★ NORWAY—Trade Mission

Sweaters, medium priced ladies stockings. R. L. Henriksen, Toldbodgt. 4, Oslo. WTD 9/13/62 I.R. 53.

★★ SWEDEN—Trade mission

Manufacturer of quality raincoats, outerwear, wants to represent men's sportswear line. Harrimack, Kolumbusgatan 3, Goteborg. I.R. 183.

239 Fabricated Textile Products

★★ SWEDEN—Trade mission

International importers of machinery, sweaters, cheese, walkie-talkies wants to purchase leading knit fashions for men, women, children. Frazar International, (Scandinavia), AB, Boforsgatan 3, Farsta. I.R. 119.

240 Lumber, Wood Products, Except Furniture

★★ SWEDEN—Trade mission

Wholesaler of aged woods seeks hardwoods of all types to be used in furniture. Hallandsasens Tra AB, Ostra Karup. I.R. 204.

242 Sawmills, Planing Mills

GERMANY—Douglas fir clears per N- and R- list, hemlock lumber, California redwood lumber, western red cedar lumber, pitch pine saps, Genoa prime per GCC, all usual export grades; swamp grown hickory ski billets and dimension stock; Carolina pine flitches; black walnut logs in veneer and sawmill quality; Lignum Vitae from Nicaragua, Honduras, San Domingo. Gerhard Kilb & Alfred van Moppes, (jobber), Interholz, Mannheim-Lindenholf.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

GERMANY—Prefabricated houses, component parts, preferably bungalows or 1½ story structures, several models for variety; must meet German building code. Mr. Hermann Tillmanns, "Domus" Fertighaus GmbH, (real estate broker, manufacturers' agent), 4 Riefstahlstr., Karlsruhe.

★★ SWEDEN—Trade mission

Importer of building materials wants to purchase prefabricated houses or moduls of the non-wood type, prefabricated wall partitions, floor coverings. Byggnadsspecialiteter, Helsingborg. I.R. 166.

249 Wood Products

★★ SWEDEN—Trade mission

Import agent of wood has demand for hardwoods; wishes to purchase. K.E. Florath, Lillkullegatan 22A, Goteborg S. I.R. 141.

250 Furniture, Fixtures

GERMANY—All types of furniture for commercial establishments, restaurants, barber, beauty shops; furniture for apartments of planned housing development. Direct purchase and commission agency. Imporex, (designer, builder), Schutzenstr. 8, Frankfurt/Main.

253 Public Building, Related Furniture

GERMANY—Folding chairs, coat and hat racks, folding tables; requests replies from manufacturers only. Manfred H. Ogermann, (importer), 28 Wiesenstr., Neustadt/Weinstrasse.

259 Furniture, Fixtures

★★ SWEDEN—Trade mission

Importer wishes to purchase houseware, kitchen gadgets. Legis AB, Box 5127 Goteborg. WTD 4/29/53 I.R. 139.

262 Paper Mills, Products

● **EL SALVADOR**—Bond paper, 500 reams, white, 49/50 grs. per sq. m., size 30" x 40" in accordance with specifications. Tender No. 115 (63), bid deadline July 24. Proveeduria General de la Republica, Avenida Espana No. 613, San Salvador.★ (Telephone: WOrth 7-3003).

● Newsprint, 2,000 reams, white, in accordance with specifications. Tender Nos. 114(63) and 113(63). Deadline for sealed bids July 24. Proveeduria General de la Republica, Avenida Espana No. 613, San Salvador.★ (Telephone: WOrth 7-3003).

■ **PAKISTAN**—Cigarette paper, 27 mm.,

4,000 m. bobbins, verge 50%, rags 50%, cellulose 21/22 grms.m², extra highly combustible, white clinging ashes. Loan No. 53. U.S. source. Bid deadline July 20. Khyber Tobacco Co., Ltd., Mardan, West. Cable: CIGARETTE: Mardan. C&f.

264 Converted Paper, Paperboard Products

★★ SWEDEN—Trade Mission

Paper products, especially for office, packaging use. Carl-Gustaf Slettengren, St. Nygatan 71, Malmo. I.R. 222.

SWITZERLAND—Stationery supplies, photo accessories (albums). Baumann & Co. AG., (wholesaler), Erlenbach/Zch.

280 Chemicals

★★ NORWAY—Trade Mission

Wants new sources for cosmetics, pharmaceuticals (human and animal), agricultural chemicals (not fertilizer components), insecticides. Marwell Hauge A/S, Drammensveien 97, Oslo. WTD 1/31/61. I.R. 97.

Manufacturer of insecticides and fungicides interested in adding additional complementary U.S. product lines of cosmetics, garden products, food specialties. A/S Plantevern-Kjemi, 3 Harbitzalleen, Oslo. WTD 12/14/62. I.R. 78.

Interested in source for paraffin waxes, chemicals for pulp, paper industry, isophthalic acid. Nils Solberg A/S, Tollbugata 3, Oslo. WTD 7/19/60. I.R. 81.

★★ SWEDEN—Trade Mission

Importer of chemicals, non-ferrous metals, nuclear instruments wants to be agent for metal fabricators, raw material producers. AB Chemetall, St Eriksgatan 5, Stockholm. WTD 11/7/60 I.R. 80.

Sales agent, distributor of industrial raw materials wants to purchase basic industrial raw materials for paint, varnish, plastics, paper, pulp, vegetable oils. P. Bredelius AB, Forsta Langgatan 21, Goteborg. WTD 4/14/58 I.R. 170.

281 Industrial Chemicals

● **GREECE**—Phosphine (PH_3), 6,060 kg., packed in airtight metal tubes. Bid deadline July 23. Home Products Handling Co-operative Administration (KYDEP), 10 Dorou St., Athens.★ (Telephone: WOrth 7-3910).

■ **INDONESIA**—Red hand brand, or equal, anti-corrosive, tropical anti-fouling composition, compounds, metabon, chromate red, green, yellow, gray, total 8,000 kg.; to be used for seagoing vessels. Invitation No. 497-67-SM/T/AID/0160. Loan No. 497-K-013. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where interested suppliers may obtain specifications, terms, conditions.

■ Sulphur powder, 325 mesh, 99.5% free from as, fe, se., 81,750 kg. net paper-lined jute bags of 50 K. Invitation No. 497-88-SM/T/AID/0189. Loan No. 497-191-SM/T/AID/0194. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

ITALY—Magnesite, (45-46% magnesium oxide content), oxalid acid in large crystals; silicon carbide, grey and black, in various sizes; requests replies in Italian, French or Spanish. Chimical, S.r.l., (importer, dealer), Via Suor Maria Mazzarello 21, Rome.

★★ NORWAY—Trade Mission

Chemicals for water purification, organic, inorganic and chemical for paper, cellulose industry, also chemical for water purification for drinking water. Also, interested in high pressure valves, hydraulic systems. Olsen & Gronvold & Co., Karl Johansgt. 2, Oslo. WTD 11/28/62. I.R. 35.

■ **PAKISTAN**—Chrome tanning powder, usual packing in new drums, 25 tons. Loan No. 391-H-056. Bid deadline July 29. The Sind Tanneries, Ltd., P.O. box No. 24, Tando Yusuf, Hyderabad. Cable: LEATHER, Hyderabad. C&f Karachi.

■ Synthetic tanning agents; sodium disulphate; sulphonated oil for leathers; para nitrophenol; essence of pearl pigments; butyl acetate; resin binder; chrome tanning powder, large amounts, packed in new drums. Loan No. 53. U.S. source. Bid deadline July 20. The Sind Tanneries, Ltd., P.O. box 24, Tando Yusuf, Hyderabad, West. Cable: LEATHER, Hyderabad. S/A No. 040757.★

■ Nebutal sodium capsules; cecon solution; di-paralene; pentothal; dextrose, 15 items, large quantities. Loan No. 391-H-056. Bid deadline July 22. Boots Pure Food Drug Co., (Pakistan), Ltd., 5 Mall Mansions, The Mall, Lahore. Cable: DRUGBOOTS, Lahore. S/A No. RM 040924. C&f.★

■ Naphthol; direct fast color dyes; sodyesul, sodyevat; anthrasol; ultra lumatex, 169 items. Loan No. 391-H-056. U.S. source. Bid deadline July 23. Indus Dyeing and Bleaching, Ltd., P/1 Sind Industrial Trading Estates, Hyderabad. Cable: KHALILULIA, Hyderabad. Import license No. 252096.★

■ Acramol w. paste, nk binder h3, fansofter, monogen, 46 items. Loan No. 391-H-056. U.S. source. Bid deadline July 23. Indus Dyeing and Bleaching, Ltd., P/1 Sind Industrial Trading Estates, Hyderabad. Cable: KHALILULIA, Hyderabad. Import license No. 252097.★

■ Rutile titanium dioxide; fanal violet r supra; waxoline violet; victoria pure blue; methyl violet; methic copying black, various quantities. Loan No. 391-H-056. U.S. source. Bid deadline July 23. The Karachi Carbon & Ribbon Manufacturing Co., Ltd., B/65, S.I.T.E., Karachi 16. Cable: RIBBONS, Karachi. Import license No. 085981.★

■ Soda ash, light, $5,250, S/A No. 061554. Loan No. 391-H-056. U.S. source. Bid deadline July 20. Modern Trading Co., (Pak), Ltd., 23 Agrabad Commercial Area, Chittagong.

■ Thermoplastic moulding compounds, i.e., polyethylene and polystyrene, colored and white, required for blowing and injection purpose. C&f Chittagong; pigment dyes for coloring the above compounds. C&f. $6,300. Loan No. 391-H-056. U.S. source. Bid deadline July 20. Dawn Plastic Industries, 48 Nanda Mumar Dutta Rd., Dacca 1, E. Cable: DAWN, Dacca. Import license No. 273526.

■ DuPont's thermoflex; Monsanto's thiotax, thiurad; General Electric's silicone emulsion; all these, or equal; titanium dioxide anatase, 5 tons; zinc oxide white seal, 10 tons; ethyl acetate, 10 tons; ethyl glycol acetate, 2 tons; hydrated calcium or aluminum silica, 5 tons. C&f. Loan No. 391-H-056. U.S. source. Bid deadline July 20. Paruma, (Eastern), Ltd., Narayangunj Rd., P.O. box No. 1139, Dacca 1, E. Import license No. 263286.

■ Caustic soda, solid, 98-99% fused, $5,220. C&f Chittagong. Loan No. 391-H-056. U.S. source. Bid deadline July 20. Sirco Soap & Chemical Industries, Ltd., 20 Imamganj, Dacca 1. Cable: SIRCO, Dacca. Import license No. 286142.

■ Coal tar dyes for textile printing; caledon, various colors, total 600 lb., packed in 1 lb. tins. C&f Chittagong. Sayeedul Hasan, 373 Terri Bazar, Chittagong. Cable: SURMA, Chittagong. Import license No. 263589.

■ Hydrone blue, vat, various colors, solar violet, red b base; chrysophenine, fluffy; as bo, orange gc, red r base, total 2400 lb., in 1 lb. tins. Paradise Colour Co., Tanbazar, Narayanganj, E. Cable: PARADISE, Narayanganj. Import license No. 265988.

Both the above are for Loan No. 391-H-056. U.S. source. Bid deadline July 20.★

■ Anthrasol, various colors, in bulk; indigosal gray and orange; indanthrene, various colors; procian; acramine; alcian; trivamine; trivasol; napthol; leucopher; tinapoll, 31 items. S/A No. RM 042381.

■ Lissapol, mercecol qw; sodium alginate; waxol pa; santomerse No. 1; urea technical; cassoper gl; cecanine hcs, 24 items. S/A No. RM 042380.

Both the above import license Nos. are for loan No. 391-H-056. U.S. source. Bid deadline July 21. Husein Textile Mills, Ltd., Habib Sq., Bunder Rd., Karachi 2. S/A No. RM 042381.★

★★ SWEDEN—Trade Mission

Wholesaler of chemicals, machinery wants to supplement line by representing chemical, plastic machinery, paper, pulp machinery. Axel H. Agrens Kemikalie AB, P.O. box 2067, Gothenburg 2. WTD 1/18/63 I.R. 147.

Importer of chemicals, synthetic fibers, plastics, wants to purchase heavy industrial chemicals, minerals, (e.g. potash, asbestos). Elof Hansson, P.O. box 183, Goteborg. WTD 4/9/63 I.R. 122.

Sales subsidiary of outstanding chemical manufacturer wishes to purchase chemical products, especially in relation to paper. Berol Aktiebolag, Goteborg 14. I.R. 132.

282 Synthetic Materials

ENGLAND—Plastic goods of modern design. Direct purchase and agency. Clive Morris International, Ltd., (sales agent), Crown House, 143-47, Regent St., London W. 1.

GERMANY—Plastics raw material. Dr. Ing. Otto Kuehner, Industrievertretungen, (agent), Lueftestrasse 70, 741 Reutlingen.

★★ NORWAY—Trade Mission

Interested in off-grade polyethylene, melting point under 1 degree C., in quantities of 10 tons to 20 tons. Lund & Lund A/S, Radhusgt. 2, Oslo. I.R. 49.

Wants representation of U.S. manufacturers' source of polyethylene. Hans Poulsen & Søn, Havnelageret, Oslo. WTD 11/8/62 I.R. 114.

283 Drugs

AUSTRALIA—Raw drugs, ethical drugs. Direct purchase and agency. Adan Ethicals, (wholesale druggist), 454 Enoggera, Alderly, Brisbane, Queensland. WTD 6/18/63.

Vitamins, antibiotics, parasite control chemicals; requests replies from manufacturers only. Protojen, Pty., Ltd., (manufacturer, wholesaler, retailer), 110 Roma St., Brisbane, Queensland.

● **EL SALVADOR**—Phenobarbital, 50 kg. in powder, phenobarbital sodium, 25 kg. tender 125(63), bid deadline August 8; yeast tablets, .5 gr., 500,000, tender 126(63), deadline July 23; merthiolate, 100 gal., 3.750 cc, and peroxide, 2,000 bottles, tender 127(63), deadline July 23; distilled water, 25,000 ampoules, 2 cc, and thiamine hydrochloride, 1 gr. + 10 cc, 2,500 bottles, tender 128(63), deadline July 23. Las OFicinas de esta Proveeduria ubica

do en la Avenida Espana No. 613, San Salvador. Specifications in Spanish only.★ (Telephone: WO 7-3394).

● **IRAQ**—Irradiated normal human plasma, dried, 2,000 sets. Tender No. 20/63; deadline July 28. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: WO 7-3394).

● Anti-tuberculosis themotherapy: 11 items, such as: streptomycin sulphate, 20,000 vials; isonicotinic acid hydrazide, 100 mgm. tablets; 15,000,000 tablets; calcium benzoyl p.a.s. 4 gm., 7,000,000 tablets; vitamin B6, 10 mgm., 500,000 tablets; thio-semi-carbazone benzaldehyde, 50 mgm., 2,000,000 tablets; other items. Tender No. 22/63; deadline July 28. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: WO 7-3394).

★★ NORWAY—Trade Mission

Wants new lines in pharmaceuticals, medical and surgical for human and animal, also agricultural chemicals; insecticides. Marwell Hauge Farmasoytisk A/S, Drammensveien 97, Oslo. WTD 1/31/61 I.R. 98.

■ **PAKISTAN**—Pepsin, peptenzyme concentrates, $6,300. C&f Karachi. Loan No. 53. U.S. source. Bid deadline July 22. S. Abdul Rahman & Sons, Bunder Rd., P.O. box 4222, Karachi 2. Cable: SARSONS, Karachi. RM 041613.

■ Vicks Vaporub; normal human blood plasma; dextrose in aqua, sol. dextrose, normal; normal saline solution; polio vaccine; iron injection; tricreamalate liquid, 14 items. Amount $11,550. Loan No. 391-H-056. U.S. source. Bid deadline July 24. Haque Brothers, Ltd., Court Rd., Chittagong. Cable: GULSHABNUM. Import license 281669.★

■ Antibiotics; pharmaceutical specialties; prescription chemicals, $9,870. Import license No. 270254. Reza Ahmad & Bros., Nawabganj, Rangpur, E. Cable: REZA AHMAD & BROS., Rangpur.

■ Liquid paraffin, heavy b.p., or u.s.p., medicinal, snow-white extra amber, petroleum jelly; spindle oil, white, 100. $10,500. Import license No. 283936. Standard Trading Agency, 110/A, Tamiz Market, Nandankanan, Chittagong. Cable: LUBRICANTS, Chittagong.

Both the above are for loan No. 391-H-056. U.S. source. Bid deadline July 20.★

■ Drugs, medicines, in standard packing under U.S. specifications, such as, antacids, carminatives, digestives, enzymes, all sorts. Antispasmodic medicines; antibiotics; cough preparations, haematinics, prescription chemicals; vitamins; post natal medicines, tonics, $9,240. C&f. Pakistan Medical Stores, 1 Mitford Rd., Dacca 1. Cable: MEDICINE, Dacca. Import license No. 285818.

■ Acetyl Salicylic acid; aluminum hydroxide; caffeine; calcium glycerophosphate and phosphate; chloroamphinicol palmitate; chloroquine diphosphate; cobalt sulphate; codeine phosphate; copper sulphate; diiodohydroxyquinoline; ephedrine hydrochloride; ferrours sumerate, ammon citrate; glycryl guaicolate; isoncotinic acid hydraxide, various quantities. Import license No. 280131. Pharmapak Laboratories, Ltd., 239 Tejaon Industrial Area, Dacca. Cable: HENA, Dacca.

Both the above procurements are for loan No. 391-H-056. U.S. source. Bid deadline July 20.★

★★ SWEDEN—Trade Mission

Subsidiary of large corporation interested in purchasing and becoming sales agent for ethical pharmaceutical manufacturer with a research department. A. Johnson & Co. AB, Hans Michelsensgatan 2, Malmo. WTD 8/24/60 I.R. 221.

Importer of cosmetics, chemical lines wishes to act as representative of such lines that can be sold to the drug industry on wholesale basis. McKay Moller Co. AB, Baltzarsgatan 6, Malmo C. I.R. 224.

Manufacturer, wholesaler of cosmetics wishes to purchase cosmetics to supplement line. Nils Bergman & Co., Stampgatan 22A, Goteborg. I.R. 209.

285 Paints, Varnishes

■ **INDONESIA**—Spray bronze aa, and tm 100 lb. each; metcoloy 2 and 5, 8,100 lb.; spray steel ls, 100 lb., spraybond, 100 lb., ⅛" size. Invitation No. 497-191-SM/T/AID/0194. Loan No. 497-K-013. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

★★ NORWAY—Trade Mission

Interested in import of, or if desirable, license to make pva paints, rust preventative systems, coatings, varnish, paint removers, detergents, cleaning compounds. Haus-Henrik Børsting, Kongensgate 7, Oslo. I.R. 62.

Wants unique finishes and overlays for wood chip-board. Wm. Thranesgt. 1, Oslo. I.R. 79.

Manufacturer of paints, enamels looking for related products to add to their line. A/S C. Beyer Olsen, Prinsensgate 6, Oslo. I.R. 131.

286 Gum, Wood Chemicals

★★ SWEDEN—Trade Mission

Manufacturer of herbicides wishes to purchase herbicides for forestry, farm use. Bonnelyche & Thuro AB, Ostergatan 3. Malmo C. WTD 4/2/58 I.R. 225.

287 Agricultural Chemicals

■ **KOREA**—Potash fertilizers, bulk: code 233; sulphate of potash, 50% K20, 2,000 mt., minimum 50% K20, 2,000 lb.; muriate of potash, min. 33,000 mt. 60% K20, min. 33,000 mt., 60% K20. Fund controlling quantity, $2,000; bid deadline July 31. code 235. Triple superphosphate commercial granular, min. 110,000 mt., 46% P205. Quantity, $12,580. 5,000 mt., bid deadline was July 11; 105,000 mt., deadline July 31. Long list of special instructions, requirements. Invitation No. AID-3057-N. Potash fertilizers, approx. 10,000 mt., tsp, July 11; 230,000 mt., July 31; 60,000 mt., potash, July 31. Invitation No. AID-3057-OT-N. PA#489-901-356-3009. Limited worldwide (901). Office of Supply, Government of the Republic of Korea, Seoul.★

289 Chemical Products

AUSTRALIA—Essential oils. Direct purchase and agency. Adan Ethicals, (wholesale druggist), 454 Enoggera, Alderly, Brisbane, Queensland. WTD 6/18/63.

★★ NORWAY—Trade Mission

Interested in activated carbon for filtering air, wishes agency or to purchase direct for use in air conditioning equipment. A/S Bimex A/S Halfdan Nagelgaard, P.O. box 2852, Bergen. WTD 8/28/62 I.R. 4.

291 Petroleum Refining

ITALY—Paraffin; requests replies in Italian, French or Spanish. Chimical S.r.l., (importer, dealer), Via Suor Maria Mazzarello 21, Rome.

■ **PAKISTAN**—Automotive lubricating oils of premium and secondary quality, with additives of sae 20, 30, 40, 50, 60, for diesel–marine engines; industrial lube oils, l.v.i. & h.v.i. marine oils, electrical insulating oils; greases, $10,500. Loan No. 391-H-056. U.S. source. Bid deadline July 20. Pak Oil Co., Amjad Ali Rd., Sylhet, East. Cable: HELAL, Sylhet and OILCO, Chittagong. S/A No. RM 061573.

295 Paving, Roofing Materials

■ **GUINEA**—Asphalt, penetration 80/100, 7,500 mt.; cut back asphalt, 2,500 mt. packed in 50 gal. drums. cif Conakry, sea freight. PA#675/901/356/3200. Limited worldwide (901). Bid deadline July 20. Batiport, B.P., 277, Conakry, S/A No. 6/63.

SAUDI ARABIA—Water proofing material; requests quotations airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

299 Lubricating Oils, Greases

■ **BOLIVIA**—Lubricants, greases. PA#511-898-256-2200. Limited worldwide (898). Bid deadline July 23. Ferrocarril De La Paz—Autofagasta, Seccion Boliviana, Agentes Administradores, F.C.L.P.—A, Casilia 428, La Paz. Quotation No. 17/63 USAID/Bolivia. Detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C. 20230, Attn: Mr. Mario Salcedo.

★★ NORWAY—Trade Mission

Would like to import petroleum type concentrates for packaging, both plastic, cans, distribution. Interpack, Thr. Meyersgate 30b, Oslo. I.R. 67.

■ **TUNISIA**—No. 2 heavy fuel oil, 50,000 tons. PA#664-620-901-356-3204. Limited worldwide (901). Bid deadline July 20. Office Du Commerce De La Tunisie, 13, rue Sidi Bou Mendil, Tunis. Copies of invitations available from The Economic Division, Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, D.C. 20230; and The Tunisian Trade Office, 543 Madison Ave., New York 22, NY.★

301 Tires, Tubes

GERMANY—Tire recapping, vulcanizing, new, used tires for automobiles, aircraft, (importer, wholesaler, retailer), Am Suedbahnhof, Dortmund.

★★ SWEDEN—Trade Mission

Established sales agent for rubber industries wishes to represent manufacturer of any new items used in tire production. Erik Werner, AB, Baltzarsgatan 25, Malmo. I.R. 214.

306 Fabricated Rubber Products

AUSTRALIA—Electricians' wrist type rubber gloves, 1100 volt grade, in accordance with bss 697-1960: 500 pairs of size 9, 100 pairs of size 8; gloves subject to test and inspection after delivery and before acceptance; requests replies from manufacturers only with reference #13823. The Southern Electric Authority of Queensland, (State power monopoly), P.O. box 403F, 156 Boundry St., Brisbane, Queensland.

307 Plastics Products

GERMANY—Sound proof folding doors; requests replies from manufacturers only. Manfred H. Ogermann, (importer), 28 Wiesenstr., Neustadt/Weinstrasse.

★★ SWEDEN—Trade Mission

Manufacturer of prepackaging machinery wants to buy film for packaging fresh or red meat. Maskinfirman Lindell AB, S. Langgatan 25, Solna. I.R. 92.

Importer of sawn, planed woodgoods such as timber, boxboards would like to become an agent for plastic goods. Soren Berlin, Kanaltorgsgatan 2, Goteborg. I.R. 108.

319 Leather Goods

★★ SWEDEN—Trade Mission

Importer of leather goods, handbags, novelties, notions. Very eager to purchase same. AB Brema, Sveavagen 13, Stockholm. I.R. 114.

322 Glass, Glassware

■ **INDONESIA**—L-55 pf, 500 cc. no-sol-Vit flint infusion bottles, 140 gross; with 300 each stoppers, screw caps. Invitation No. 497-68-SM/T/AID/0729. Loan No. 497-191-SM/T/AID/0194. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

• **GERMANY**—Tripoli. Dr. Hesse & Cie. Spezialfabrik fuer Galvanotechnik, (manufacturer), Bielefeld-Heepen.

SAUDI ARABIA—Cement asbestos pipes, 2 to 30 in. dia., low and high pressure; vitrified stoneware pipes, 6 to 30 in. dia.; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad and Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

330 Primary Metal Products

★★ SWEDEN—Trade Mission

Importer, exporter of metals, minerals, ores, chemicals, iron, steel wishes to purchase same. Sedin & Schmidt AB, P.O. box 386, Goteborg. I.R. 160.

Manufacturer, wholesaler of building machinery, metals, glass iron, steel, wishes to purchase glass, metal-building materials. Soderberg & Haak AB, Sundsvall. WTD 8/24/62 I.R. 280.

331 Steel Mill Products

● **GREECE**—Steel pipe, 900 mm. dia. x ⅝" wall, lengths at least 5 m. long, 4000 lineal m. To conform to standard spec. GWWA-C201-60T, and have a protection of coal tar enamel and double wrap of fibrous glass mat. Tender No. 954, bid deadline August 2. Greek Water Co., 4 Kolokotroni St., Athens. (Telephone WO-7-2363).★

■ **INDIA**—High speed steel, 18% w., assorted sizes and quantities, same, 22% w., 2" square, 200 kg. Loan No. 217. U.S. source. Bid deadline July 22. M/s. Burn & Co., Ltd., 12 Mission Row, Calcutta 1. Import license No. DL/55/456/03201/0239.★

■ Cold rolled steel strips to SAE1010, No. 2, regular bright finish No. 3 slight edge, suitable for manufacture of bicycle rims, .036" gauge, .002" tolerance, plus/minus, width, 3.260, .005", plus/minus, 430,000 lb. Loan No. 386-H-082. U.S. source. Bid deadline July 22. Sen & Pandit Industries, Ltd., Merchantile Bldgs., Lallbazar, Calcutta 1. Import license No. DL/55/263/03101/0096. Fas U.S. port and c&f Calcutta. Post prices should be quoted, if possible.

■ AISI E 50100 electric furnace spheroidized annealed and cold drawn ball and roller quality alloy steel wires and coils, 19"/20" id. and 23/24" od. weighing approx. 150/200 lb. each, size .0969"/.0999", 10,000 lb.; .1796"/.1826", 4.6 mm. dia., 30,000 lb., delivery required in August. Loan No. 386-H-082. U.S. source. Bid deadline July 22. Sen & Pandit Industries, Ltd., Mercantile Bldgs., Lallbazar, Calcutta 1. Fas U.S. port, c&f Calcutta, with post prices quoted if possible.

■ **INDONESIA**—No. 2 pig iron, 330 mt., si., 2.2, mn/ 1% max., f, 0.7%, s., 0.04% max., c, 3.2, 4% max. Invitation No. 497-178-SM/T/AID/0152. Loan No. 497-K-013. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

PAKISTAN—Mild steel sheets, 10-16 gauge; plates ⅛" to 1"; galvanized plain, 18-30 gauge; galvanized wire, 14, 16, 20 gauge. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

SAUDI ARABIA—Steel reinforcement bars for reinforced concrete. Requests quotations airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

★★ SWEDEN—Trade Mission

Importer of steel wishes to be agent for non-competing steel, specifically tin plate. Svenska Mannesmann Agenturen AB. Strandvagen 5B, Stockholm O. WTD 2/63 I.R. 104.

■ **TURKEY**—Tinplate cobbles, unassorted to size and gauge, 107 lb., base wgt. and lighter, 18x24 and larger, scrool edges on two sides, some straight edges on all four sides, predominantly bright finish, some dull finish, including sheets with wrinkles, folds, welds, pinholes, test holes, original can company packing. Cif Iskenderun. Amount $5,050. PA #277-660-901-356-3226. Bid deadline July 20. Import license No. 001687. Sadik-Turhan Koll, Srt. Sadik Ugurlu ve oglu Turhan Cemal Ugurlu, Ceyhan. Subject to GSA Defense Materials Services procedure.

■ Unassorted electrolytic tinplate waste waste, 0.25 lb. or better, 112 lb., and heavier, 18"x 24" and larger, soft temper, all bright. Cif Iskenderun. Amount $5,050. Subject to GSA Defense Materials Services procedure. PA #277-660-901-356-3226. Limited worldwide (901). Bid deadline July 20. Import license No. 001688. Turhan Cemal Ugurlu Koll, Sti., Turhan Cemal Ugurlu ve Annesi Atike, Ugurlu, Ceyhan.

■ Electrolytic tinplate culls, 18x24 and larger, 135 lb., unassorted, in original mill packing. Cif Iskenderun. $5,050. Under GSA Defense Materials Services procedure. PA#277-660-901-356-3226. Limited worldwide (901). Bid deadline July 20. Import license No. 1686. Turhan Cemal Ugurlu, Hukumet Caddesi Ceyhan.

332 Iron, Steel Foundries

PAKISTAN—Pig iron: carbon 3.5%, silicon 2.5% less, phosporus, manganese 1%, sulphur .05%. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

SAUDI ARABIA—Cast iron pipes, class b & c b.s.s. or similar, 6 to 30 in. dia. with fittings, bends, junctions, manifold; steel, black steel pipes with fittings, 1 to 24 in. dia.; casings for artesian wells 12 to 36 in. dia.; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad and Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

333 Primary Smelting, Refining of Nonferrous Metals

■ **INDIA**—Slab zinc, spelter, to astm, B-6/49, selected grade 4, 1190 mt. Loan No. 217. U.S. source. Bid deadline July 25. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender No. P/SR-5/7422-N/1. ISM ref. No. D/ENQ/711. Tender forms are available at the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C.

■ **PAKISTAN**—Copper ingots, 99.7/99.9% pure electrolytic or refined, 100 tons; tin ingots, 99.7/99.9% purity, 10 tons; welding, brazing materials, all sorts. Literature on products requested from manufacturers. Loan No. 391-H-056. U.S. source. Bid deadline July 20. The Batala Engineering Co., Pakistan, Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore. Import license No. 223932.

Copper ingot. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

Gun metal ingots, rods, 86%. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **GREECE**—Supply, installation of approx. 27,000 yd. of 17kv three conductor submarine cable, estimated to cost $320,000. Tender No. DMKD-340, bid deadline July 25. Public Power Corp., (PPC), 30 Chalkokondyli St., Athens 102. One copy of tender document is available for reference only in the Copper Division, Rm. 4806, Department of Commerce, Washington, D.C. 20230 (Telephone: Worth 7-2162).

339 Primary Metal Industries

★★ SWEDEN—Trade Mission

Selling, stocking distributors of steels wish to purchase stainless steel tubes, sheets, cadmium alloys; sticks, anodes of nickel in pure state; beryllium, zircon for atomic energy applications, zinc ingots for galvanizing with 98.5 and 99.95 percent content. AB Metallcentralen, Hollandargatan 12, Stockholm C. I.R. 200.

342 Cutlery, Hand Tools, General Hardware

ENGLAND—Three cord electric wire stripper. F. E. Bradley, Ashley, Ltd., Ulveston, Lancs.

GERMANY—Hard metal circular saw blades for wood. Direct purchase and agency. Oppold, 7082 Oberkochen, (Wuertt.), West.

Hand tools, all types; particularly for the machine construction, motor vehicle industries. Kulenkampff & Konitzky, (importer, exporter, dealer, wholesaler), P.O. box 10, Bremen. WTD 1/4/63.

Hand tools, e.g. hammers, screw-drivers, pliers, wrenches. Direct purchase and agency. Superbus, (wholesaler), Dechant-Muth-Str. 2, 3416 Gieboldehausen.

★★ NORWAY—Trade Mission

Electric hand tools. J. Berstad A/S, Strandgaten 20, Bergen. I.R. 3.

Stainless steel utensils, hand tools for woodworking, cutlery. Ilo-Van Aluminiumfabrik, Moss. I.R. 118.

Interested in files and drills. Brødrene Thowsen A/S, Tollbodgt 12, Oslo. I.R. 46.

SAUDI ARABIA—Workshop tools, tool boards, fitter benches; requests quotations airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

★★ SWEDEN—Trade Mission

Manufacturer wishes to purchase head shears, pruners of competitive price. Malte Matson AB, Box 860, Mora. I.R. 97.

■ **TURKEY**—Floor type hydraulic jacks, two items, various quantities. PA No. 277-700-356-901-3227. Limited worldwide (901). Bid deadline July 25. Reference No. 63-0022. Bayindirlik Bakanligi Karayollari Genel Mudurlugu, Malzeme Subesi Mudurlugu, Yenisehir, Ankara.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Accessories for central heating systems. Direct purchase and agency. Horst Waldow, (importer, wholesaler), Schimmellmannstr. 123, Hamburg-Wandsback.

344 Fabricated Structural Metal Products

GERMANY—Prefabricated houses or components, preferably bungalows or 1½ story structures, several models; must meet German construction regulations. Mr. Hermann Tillmanns, "Domus" Fertighaus GmbH, (real estate broker, manufacturers' agent), 4 Riefstahlstr., Karlsruhe.

■ **NICARAGUA**—Galvanized corrugated sheet roofing, high grade steel sheets, hot dipped galvanized, zinc coating, corrosion resistant; 26 gauge, size 3' x 6", sheets, 2½ inch corrugations; nails, galvanized 500 lb., galvanized diamond point, barbed shank, lead head, 10 gauge, ⅜" lead head, 2½" long. Bids on roofing for 3,000, 4,000, 5,000 sheets, C&f Fort of Corinto. PIO/C No. 524-N-64-AA-9-20143. U.S. source. Bid deadline July 19. E. S. Barker, ONACT, Apartado Postal #802, Managua. Subject to GSA Defense Materials Services procedure.

SAUDI ARABIA—Aluminum doors, frames, aluminum roller doors; aluminum windows including glazing, iron mongery; wrought iron ladders, steps, handrailing; prefabricated steel stairs; wire fencing, fence gates (pipe work); requests quotation airmail, c&f Damman. Suadian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih Kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

★★ SWEDEN—Trade Mission

Manufacturer of oil drums, container products wants to purchase oil drum container closures from 5-50 gal. size at $.15 to $.20 each. AB Hannells Emballagefabrik, Ornskoldsvik. I.R. 296.

Manufacturer, importer of grating materials wants to study manufacturing methods, purchase grating material used in floors, steps. AB Eminentverktyg, Torshalla. I.R. 268.

349 Fabricated Metal Products

● **GREECE**—Thirty-two (32) rubber seated butterfly valves (16-30" and 16-24") cast iron body to conform to awwa spec. C-504-58, flanged to conform to awwa spec. C-207-55 for steel pipe flanges. Tender 920, estimated value $50,000. Bid deadline August 12. Greek Water Co., 4 Kolokotroni St., Athens.★ (Telephone: WOrth 7-5589).

SAUDI ARABIA—Gate sluice, check valves, 4 to 30 in. dia.; requests quotations via airmail, c&f Damman. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad and Muhammad Salih Kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

351 Engines, Turbines

■ **PAKISTAN**—Diesel engine operated generator sets, 3, kw, air cooled; electric motors; stationary vertical diesel oil engines; horizontal slow speed diesel oil engines; outboard diesel marine engines; boiler; self priming pumps; printing machinery; shoe machinery; air compressors, long list of equipment, 43 items. Loan No. 391-H-056. U.S. source. Bid deadline July 20. Gillanders Arbuthnot & Co., Pakistan, Ltd., P.O. box No. 172, Quaid-e-Azam Rd., Chittagong, East. Cable: GILLANDERS, Chittagong. Import license No. 271935.★

★★ SWEDEN—Trade Mission

Manufacturer of industrial fork lift trucks wants to purchase standard motors for less than $400 each to use in their trucks; low speed, high torque hydraulic motors of the 0 to 50 hp. and 35 to 70 hp. range. ASEA-Industrial Division (Trucks), Harnosand. WTD 328/63 I.R. 290.★

■ **VIETNAM**—Aircooled traction gasoline engines, 300 pcs., same but different hp., 60 pcs.; same, 20 pcs., all with standard accessories. Offers c&f basis only. Fob and freight indicated separately. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Limited worldwide. Bid deadline July 22. Vimeco, 62 Hong Bang, Cholon.

■ Gasoline engines, diesel engines 20 pcs.; 30, 140, 30, 49, 15 and 4 pcs., various. Offers c&f basis only. Fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon.★ Limited worldwide (901), bid deadline July 22. Straits Tenders, 41 Bai Soy, Cholon.

352 Farm Machinery

AUSTRALIA—Large capacity chicken incubators, capacity 67,000; available current 240 v., 50 cycle. Anglo-Austral Poultry Products, Pty., Ltd., (importer), 470 Main St., Kangaroo Pt., Brisbane, Queensland.

ENGLAND—Lawn mowers, tractors. Direct purchase and agency. Clive Morris International, Ltd., (sales agent), Crown House, 143-47 Regent St., London, W.1.

GERMANY—Motorized farm, garden equipment. Seifert Baumaschinen, (dealer), Postfach 5022, Bremen.

NETHERLANDS—Spraying equipment for orchards, agricultural purposes; circular mowers for orchards; cultivators. Direct purchase and agency. Ankersmit N.V., (importer, exporter), Valkburgseweg 18, Elst, (Gelderland).

■ **NIGERIA**—Eggomatic grader, candler, 50 cycle, 230 v.; feed scops; fowl catchers; scales with funnel; caponizing set; light switches; pulleys; cup hooks; galv. rod connectors; cable clamps, 64 items in various quantities. Quotation No. 5604. Catalog reference: Brower Mfg. Co., Automatic Poultry Feeder & Co.

■ Single stage incubator hatcher cabinets with transformers for 230 v.; extra spare parts kit; brooder unit; stainless steel feed troughs; fluorescent lights; hatching trays, 16 items. Quotation No. 5602. Catalog references: Colson Associated Manufacturers, Petersime Incubator Co., Warner Brooder Corp.

Both the above items are for the contract between Michigan State University, East Lansing, Mich., and the University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. U.S. source. Bid deadlines July 29.

■ Complex steel buildings for the farm operation comprising, Farm Maintenance Center, Plant Science Annex, Poultry unit. Quotation No. 5607. U.S. source. Contract between Michigan State University, East Lansing, Mich., and University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. Copies of all documents will be furnished by vendor. Submit quotations f.o.b., c.i.f. Port Harcourt, Africa, Navlines, International Port Facilities, Attn: Charles Hurlburt, Bldg., 202 D, Port Newark, N.J. Bid deadline July 31. Interested bidders may obtain copies of the specifications and other additional information from: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Mich. Attn: Mr. Richard P. Kasuba, Assistant Purchasing Agent.★

PAKISTAN—Lawn mowers, hand and gasoline powered. Niaz Ahmad & Son, (importing distributor, commission merchant), Lohari Gate, Hide Market, P.O. box 20, Multan. WTD 5/29/63.

■ Crawler type tractors, caterpillar d/6 series "b," preferred. 3 nos.; tool bars, 6F-135; hydraulic control, No. 46, pattern 9F, 308; 13½' cut off disc harrow; disc ploughs, 5/6 disc., TD-14A-5/6 disc. commando; wheel type small tractors with implements suitable for paddy cultivation and processing, 3 each. Loan No. 391-H-056. U.S. source. Bid deadline July 20. North Bengal Sugar Mills Co., Pvt., Ltd., Gopalpur, Rajshahi, E. Cable: SUGAR, Gopalpur, E. S/A No. RM 056093.

★★ SWEDEN—Trade Mission

Manufacturer of power mowers wishes to purchase power mower bodies and install their motors. Stig Hjelmquist, Tranas. WTD 5/29/62 I.R. 259.

353 Construction Machinery

GERMANY—Conveyor belt equipment. Direct purchase and agency. D. Ambos, (import agent), Sandstr. 5, Nuernberg.

■ **INDIA**—Crawler tractors, with diesel engine of 213-235 hp., 3 angle dozer blades, 3 pusher plates for same. U.S. source. Bid deadline July 26. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Project/3031-P/I. ISM ref. No. D/ENQ/704. Cost of tenders $2.10, not refundable, available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20230.

NETHERLANDS—Loading, offloading equipment; mobile cranes; forklift trucks; ditch-diggers. Direct purchase and agency. Anker-

smit N.V., (importer, exporter), Valkburgseweg 18, Elst, (Gelderland).

★★ NORWAY—Trade Mission

Interested in importing directly, but will also consider licenses or joint ventures for road building equipment—conveyors, rock crushers, tractors, compressors, drilling equipment, motorized multi-purpose graders, vibrators, rollers, marine, cargo handling—stern trawl winches, conveyors, lift vans. Ankerløkken Maskin A/S, Stortorvet 5, Olso. WTD 5/27/60 I.R. 43.

Heavy duty equipment for container handling in 15 ton to 30 ton range; to and from railways or ship. Also interested in street sweepers, heavy log handling machines. Would also like to discuss a licensing arrangement. Halseth Industry, Machinery A/S, 41 Th. Heftyesgate, Oslo. WTD 12/1/61 I.R. 123.

Importer-exporter of automation and remote control systems for ships would like to purchase diesels, cranes, compressors with automatic engine controls for loading and unloading of tankers from central control. Liquid level indicators for tanker holds with pneumatically operated valves. Diesels to 27000 hp. with auto control, dockyard equipment cranes. Marine-Teknisk A/S, Welhavens gate 1, Oslo. WTD 2/4/63 I.R. 90.

Interested in automatic warehousing equipment for shoes, groceries, paper, soap, chocolate. Norwegian Federation of Wholesalers, Stortingsgaten 10, Oslo. I.R. 56.

Interested in light weight diesel powered equipment. Bergen Operating Co. A/S, Strandgaten 209, Bergen. I.R. 38.

Interested in conveyors for dry cleaning plant, dry cleaning shop operation, simple trolly, automatic unloading types. P. Wessel Schwabe, Tomtegaten 106, Oslo. WTD 12/1/62 I.R. 130.

Interested in importing stone crushing, road maintenance machinery also eventual licensing possibilities. Anlegg & Maskin A/S, Huitfeldtsgate 15, Oslo. WTD 4/25/63 I.R. 86.

Wants contact with producers of advanced loading-unloading equipment. Eivind Koch A/S, Kongensgate 6, Oslo. I.R. 42.

Wants product lines related to the mining, quarrying, road building business. Grubernes Spraengstoffabrikker, Haakon VIII's gt. 2, Oslo. I.R. 142.

■ **PAKISTAN**—D-7 type diesel crawler tractors, 6; d-6 type same, 8; dies generating set, 30 kw., 2; light plant, 5 kw.; 10; concrete mixers, 15; ½ cu. yd., front end loaders, 4; farm tractors, 5; tipping trailers, tug boats, 2; air compressors, 10; pile driving equipment. Loan No. 391-H-056. U.S. source. Bid deadline August 9. East Pakistan Water & Power Development Authority, Directorate of Purchase, WAPDA House, Dacca. Tender No. AID/391-H-056/1. Cost of tenders $21.00 per set, not refundable.★

■ **SUDAN**—Tired bulldozer, rooter tractors; special tools for heavy earth moving tractors; tired motor scrapers; electric lighting plant; self-contained gasoline driven battery charging unit. PIO/C No. 650-N-61-AA-9-20265. U.S. source. Bid deadline July 22. Republic of Sudan, Commercial Mgr., Department of Agriculture, P.O. box 285, Khartoum. Detailed specifications, invitation to bid and general conditions may be obtained from the Embassy of Sudan, 2400-16th St., NW., Washington, D.C. 20230, Attn: Mr. Mirghani.

★★ SWEDEN—Trade Mission

Manufacturer of building machinery seeks to represent same. Ingenjorsfirman Harwell AB, Baltzarsgatan 29, Malmo. I.R. 199.

Manufacturer of buckets, small passenger boats wishes to represent contractors equipment, especially interested in civil engineering equipment. Ingenjorsfirma Cerapid AB, Hornsgatan 1, Stockholm. WTD 9/28/59 I.R. 89.

Manufacturer interested in purchasing and/or assembling hydraulic material handling equipment. Nymanbolagen AB, Uppsala. WTD 1/14/63 I.R. 86.

Wholesaler of heating units for building industry wishes to be agent for earth moving, construction machinery. Industrial Standard AB-Stockholms Sprangnings AB, Skeppsbron 34, Stockholm. I.R. 105.

Importer of creosoted wooden poles wants to purchase materials handling equipment. Industri- & Byggnadsaktiebolaget Suecia, Fack, Malmo 8. I.R. 197.

Importer of mining, earth moving equipment wants to represent road machines. Tornborg & Lundberg AB, Sundsvall. WTD 4/2/63 I.R. 285.

■ **VIETNAM**—Towed type grid rollers; bituminous truck distributors; sheepfoot rollers, two drum, 10 each; tractor-shovel, wheel type, pneumatic tired, four wheel drive, 4 x 4 diesel engine, 10 each; motor grader, six wheel, tandem four wheel drive, front wheel steer, diesel engine, 10 each, five items, PA#430-740-901-3856. Limited worldwide (901). Bid deadline July 25. Invitation No. 1485. Supply Management Division, United States Operations Mission to Vietnam, APO 143, San Francisco, Calif. Single copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, DC. 20230.

354 Metalworking Machinery

AUSTRALIA—Rim rolling marhine for use in manufacturing motor car, tractor rims, sizes 3-50 x 10 to 16 x 24. Wilson Wheel Works, Pty., Ltd., (manufacturer, retailer), Abbotsford Rd., Mayne Junction, Brisbane, Queensland. WTD 6/13/63.

AUSTRIA—Machine tools of all types; lathes, planers, shapers, milling, drilling machinery, shears, shapers. Mr. Walter J. Punzengruber, Geblergasse 101, Wien 17.

GERMANY—Metalworking machines. Dr. Ing. Otto Kuehner, Industrievertretungen (agent), Lueftestrasse 70, 741 Reutlingen.

■ **INDIA**—Tool and cutter grinder; surface grinder; pedestal grinder; wood working band saw; hack saw; hydraulic slotter; inert gas shielded arc welder; flexible shaft grinder; air hammer and oxyacetylene outfit. U.S. source. Bid deadline July 23. Project/3074-P/Talchar/Machinery/V/Balance. ISM ref. No. D/ENQ/713. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Cost of tenders $7.35 each, not refundable, available from The India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20230.

Plant to manufacture seamless steel tubes by push bench process; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C. 20230. (Telephone: WO. 7-4674). J. K. Steel, Ltd., (manufacturer), 7 Council House St., Post Box no. 2584, Calcutta 1. WTD 1/25/62.

ITALY—Machinery, equipment for repair, testing of electric motors, transformers; requests replies from manufacturers only. C.R.A.M.E. dell'Ing. S. Doneddu, (Construzione Riparazione Apparecchiature Macchine Elettriche), (manufacturer), Prototorres (Sardinia).

■ **NIGERIA**—Drills, heavy duty; wire brushes; electricians hole saw kits; bits, all types face cutters; concave cutters; bead cutters; bit and cutter sharpener; replacement stone; cartons of belts, 148 items. Quotation No. 5603. Black & Decker Mfg. Co.

■ Hacksaw frames, blade hole saws, drill grinders, machinist hammers; pliers; brushes, files, 412 items. Quotation No. 5605. Catalog reference: Syracuse Supply Co.

Both the above items are for the contract between Michigan State University, East Lansing, Mich., and the University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. U.S. source. Bid deadlines July 30.

★★ NORWAY—Trade Mission

Interested in used vertical boring and turning mill 1500 to 1600 mm. table dia.-tracer app. Johan Troye A/S Agentur Forretning, C. Sundtsgt. 60, Bergen. WTD 3/8/62 I.R. 18.

PAKISTAN—Leather shaving knives for fur lambskin hide preparations, sheep-shearing; manual, powered; available electric power is 200/220 v. 50 cycles a.c. Naiz Ahmad & Son, (importing distributor, commission merchant), Lohari Gate, Hide Market, P.O. box 20, Multan. WTD 5/29/63.

SAUDI ARABIA—Workshop tools, tool boards, fitter benches; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

SPAIN—Single and multi-spindle bar automatic machines for manufacture of nuts and bolts for automobile industry; requests replies from manufacturers only with information on medium term financing. Decoletaje y Tornilleria, S.A., (manufacturer), Calle Cuidad de Badalona 21, Banolas, Gerona.

★★ SWEDEN—Trade Mission

Importer of metal working machinery, tools wishes to purchase same. Douglas Hellstrom, Veddige. I.R. 165.

■ **TURKEY**—Truck mounted rotary type drilling machine, tools, accessories, five each; truck mounted percussion type drilling machine, tools, accessories, three each, mounted soil sampler, seven items. PA#277-700-901-356-3227. Limited worldwide (901). Bid deadline July 25. Toprahsu Genel Mudurlugu, Makina Ikmal Mudurlugu. Detailed specifications may be obtained from the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave., NW., Washington, D.C. 20230.

355 Special Industry Machinery

■ **CHINA**—Machinery, equipment for an industrial production plant for the synthesis of pharmaceutical raw materials, 17 items. Loan No. 113. U.S. source. Bid deadline July 25. China Development Loan, on behalf of: China Chemical & Pharmaceutical Co., Ltd., Taipei. C&f.★

■ **COSTA RICA**—Pump water motorized model 4gqh; sprinkler, tubes, 22 items. PIO/C No. 515-A-11-AA-0-30177. Limited worldwide (901) and Costa Rica. Bid deadline July 24. Ref. No. TOAID A-1533. USAID Mission/San Jose.★

ENGLAND—Roasting, baking ovens, gas or electric. Direct purchase and agency. Clive Morris International, Ltd., (sales agent), Crown House, 143-47 Regent St., London, W.1.

GERMANY—Plastic making machines. Dr.

Ing. Otto Kuehner, Industrievertretungen, (agent), Lueftestrasse 70, 741 Reutlingen.

Shoe manufacturing equipment, all types. Harsch, (manufacturer), Buchsweilerstr. 68, Pirmasens.

Plant equipment for drying vegetables, fruits; urgently needed. Send inquiries to Box HF-5, Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington D.C. 20230.

■ **INDIA**—Components for a 50 tons/day sulphuric acid plant, such as, vertical, submersible, steam jacketed sulphur pump, same, acid pump, motor driven; feed water pump, steam driven; air blower; variable speed drive; high chromium alloy acid resisting valve; temperature indicators. Loan No. 217. U.S. source. Bid deadline July 26. The DCM Chemical Works, Chemical Plant Engineering and Development Works, Najafgarh Rd., New Delhi 15. Cable: TECHDESIGN, New Delhi. Import license A-593384/61/AU-DW/CCI/HQ/RM. Copies of specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2119 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C.

■ Combined cold drawing straightening, polishing and cutting-off machine; wrapping machine for use in steel mills. Cif basis. Loan No. 157. U.S. source. Bid deadline July 20. Bhartia Commercial Co., Ltd., B-1, Gillander House, 8 Netaji Subhas Rd., Calcutta 1. Import license No. 978426.

■ Tapeless veneer splicer, electrically heated with temperature control, capable of splicing veneers from .5-4 mm., complete with tropically insulated electrical equipment. Cif. Loan No. 217. U.S. source. Bid deadline July 20. The Bharat Plywood & Timber Products, Pvt., Ltd., Cannanore, Kerala State, S., Cable: TIMBERPLY, Cannanore. Import license No. AU/GL/MTC/110/DLF-217/962.

■ Automatic Rol-di-feed with operating cam; argon arc welding set, complete; power squaring shear. Loan No. 217. U.S. source. Ghandan Metal Products, Pvt., Ltd., Gorwa, Baroda 3. Import license No. AU/GL/MTC/94/DLF-217/962.★

■ **INDONESIA**—Spare parts for pipesetting machine, various catalog numbers, glass syringes, various sizes, quantities. Invitation No. 497-192-SM/T/AID/0731.

■ Vacuum pumps, four pcs., model 1SC450 15 cfm single stage air ballasted, sliding vane, four sets necessary spare parts for same.

Both the above are for loan No. 497-191-SM/T/AID/0194. Loan no. 497-K-013. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

ITALY—Machinery for feed production; olive, seed oil processing equipment; soybean processing equipment; medicinal packaging equipment, (washing, sterilizing, filling, sealing and labelling); requests replies from manufacturers only. Giovanni Ancellotti, (agent), Via Sallustiana 23, Rome.

★★ NORWAY—Trade Mission

Wants contact with potential U.S. users, also U.S. agent-representative for 4-head plastic bottle blowing machine, tunnel dryer for printed plastic bottles, containers. Formstoff Handelsselskap, Wm. Thranesgate 1, Oslo. I.R. 79.

Agent in marine equipment desires to find lines of boiler feed water treating systems, cargo handling equipment, specialized ship conversion equipment, dry bulk cargo handling equipment and ship maintenance products. Maritime Trading A/S, Gustav Vigelands Vei 11, Oslo. I.R. 32 NCIA.

Interested in equipment, materials for packaging, especially films, foils. Short production runs necessitates versatility, flexibility. R.H. Sandvik A/S, P.O. box 1020, Bergen. I.R. 20.

Wants machinery for dairies including conveyors, especially high temperature sterilization machines. A/S Meieribyraet, Wm. Thranesgate 84B, Oslo. WTD 9/7/62 I.R. 95.

Wants agency for new machines having to do with printing books or allied trades graphic, also interested in machinery to manufacture costume jewelry. Sandberg & Co. A/S, Nedre Voll gt. 9, Oslo. I.R. 132.

Food processing machinery. Ma-Tro-Fa Agenturer A/S, Kongensgate 6, Oslo. I.R. 140.

Wants representation of a U.S. manufacturers source of polyethylene and polystyrene injection molding machine line. Hans Poulsen & Søn, Havnelageret, Oslo. WTD 11/8/62 I.R. 114.

Interested in ice crushing machinery to sell to the meat packing industry, also looking for blister packaging machines for food, meat trade and refrigerator counters. Didr. Andersen & Søn A/S, Foreningsgt. 3, Bergen. WTD 3/31/60 I.R. 16.

Importer of packaging machines interested in bag making, sealing and filling equipment capable of adjustment to many sizes and adaptable to short runs. Kjell Honne, Jacob Aalsgt. 36, Oslo. I.R. 84.

Importer of plastic raw materials would like to handle a line of machinery for use in plastic factories. Hans Torp, Akersgaten 8, Oslo. I.R. 72.

Manufacturer of complete line of parafin coated paper for packaging and laminating of foil to paper interested in polyethylene extruder for use with laminator. Vokspapirfabrikken A/S, Drammen. I.R. 85.

Manufacturers & radio & TV equipment, components needs all equipment for the manufacture of printed circuit boards. Radio Visjon A/S, Sandakerveien 72, Oslo. WTD 11/22/61 I.R. 110.

Interested in conveyors including automated warehousing and orderpicking, conveyors for receiving and shipping docks—internal, fillers (food), retorts (batch type), case fillers and scrambling and unscrambling equipment. Stabburet, Fredrikstad. I.R. 139.★

Agents in adhesive paper stock and other kinds of stock for labels interested in machinery that puts label on a package in the grocery indicating—date, price, kilogram, weight and computed cost, small and large units; aneline printing machinery for printing on aluminum foil-fast drying; inexpensive ballpoint pens and all kinds of labels. Johann R. Brandt, Kongensgt. 9, Oslo. WTD 6/6/61 I.R. 58.

Specialty coated paper systems. A/S Svelvik Papirfabrik, Svelvik. I.R. 148.

Interested in laminating process for Melamine coated paper on wood fiber combined with polyester 140c size, 1.2 meter x 2.6 meter. Silicon treated impregnated paper is also used, polyester adhesives on both types of paper. A/S De-No-Fa & Lilleborg Fabrikker, Sandakerveien 54, Oslo. I.R. 141.★

Manufacturer of yeast wants new packaging lines for 20/50 grms. consumer pack of yeast and 1/1 kl. institutional pack. De Norske Gjaet- og Spritfabrikker A/S, Treschowsgate 1, Oslo. I.R. 138.

Interested in wide line of textile machinery such as coffee, canned goods. H. Haneborg Hansen, Øvre Slottsgt. 9, Oslo. I.R. 71.

Would like lines of automatic packaging equipment for wide variety of products. A. Tonder-Haugland, Skippergaten 19, Oslo. WTD 9/27/62 I.R. 69.

Would like to represent U.S. conveyor and shipyard supplying manufacturers. Also interested in purchasing components and parts for use in conveyors built by Bull & Co. Bull & Co., Heimdalsgt. 25, P.O. box 4610, Oslo. WTD 6/8/59 I.R. 91.

Importer and agent of conveyor equipment would like additional lines of construction and mining machinery, particularly rollers, concrete batch plants, stone crushers. Sigurd Stave A/S, Kongensgate 10, Oslo. WTD 11/26/62 I.R. 55.

Paper core, tube winders, cello overwrap machines for gift papers, machinery for attaching string handles to shopping bags. Harald Lyche & Co., Drammen, Drammen. WTD 5/29/59 I.R. 111.

★★ SWEDEN—Trade Mission

Importer of paints, paint processing machines wishes to be agent for raw materials, machinery used in grinding, manufacturing paint, varnish. Firma Viktor Ramell, Kungspassagen B, Goteborg C. I.R. 180.

Importer of special machinery such as industrial sewing, shoe machines wishes to purchase cementing, stitching, cutting, binding machines for shoe manufacturing. AB Rud. Nystrom & Co., Lilla Brannerigatan 6, Boras. I.R. 134.

Manufacturer of precision machinery and instruments wishes to purchase same to be adapted by firm to meet specifications of users, of which military is a main buyer. Stalex Forsaljnings AB, Alstromergatan 39, Stockholm 49. I.R. 106.

Manufacturer of saw mill equipment such as chippers, circulars headsaws, resaws, edgers, wishes to purchase new designed of same. AB Maskinfabriken i Ornskoldsvik, Ornskoldsvik. I.R. 299.

Manufacturer of fine paper will buy additional paper-making machinery in 1964-65 and wants bids to compare with the United Kingdom and Western Germany. Munkedals AB, Munkedal. NCIA I.R. 136.

Importer of portable hand tools wants to be exclusive distributor for woodworking hand tools, small stationary machines such as circular saws; must meet the Swedish electrical standards. Kungsbeslag AB, Tradgardsgatan 1, Goteborg C. WTD 6/24/58 I.R. 178.

Importer of pulp, paper is interested in importing U.S. paper, pulp making, processing machinery. AB Akesson & Blomqvist, Packhusgatan 10, Sundsvall. I.R. 288.

SWITZERLAND—Woodworking machinery, tools. Direct purchase and agency. Oskar Wellauer, (agent), Wiesenstrasse 27, Kuesnacht/Zch.

356 General Industrial Machinery

★★ NORWAY—Trade Mission

Interested in high pressure valves, hydraulic systems. Olsen & Grønvold & Co., Karl Johansgt. 2, Oslo. WTD 11/28/62 I.R. 35.

Interested in cleaning tools for pipes, plumber's snake, pipe threaders, pipe cutters, packings for industry—liquid, solid. Fredrik A. Nilsson, Rostedsgt. 1, Oslo. I.R. 59.

Looking for a source for hydraulic pumps—2000 lb. per sq. in., 20-25 gal. per min., 1500 to 1800 rpm. Also—torsional actuators—hydro motors—valves control valves—Hi press hydro hose ⅜, ½, ⅝ and ¾ in. dia., (German) standard end fittings. Andersen & Odegard, Fyrstikkalleen 17, Oslo. WTD 12/29/61 I.R. 28.

SAUDI ARABIA—Horizontal, artesian water

pumps, electrical; sewage, grit pumps, electrical; gasoline stand-by pumps; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad and Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

Ventilation, exhaust fans with filters; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

★★ SWEDEN—Trade Mission

Importer of steel valves, controls wishes to purchase same. Bergsingenjor Inge Erichs AB, Malmo. WTD 8/9/55 I.R. 193.

SWITZERLAND—Machines for folding and wrapping ladies' knit underwear into plastic bags; requests quotations not later than August 31. W. Achtnich & Co., AG, (manufacturer), 13 Gertrudstrasse, Winterthur/ZH.

357 Office, Computing, Accounting Machines

★★ NORWAY—Trade Mission

Interested in representing data recording systems. Den Privat Opmaaling, Kronprinsensgt. 19, Oslo. I.R. 34.

★★ SWEDEN—Trade Mission

Manufacturer of office equipment wishes to supplement its line by purchasing data processing machinery, computers, tape recording units, AB Morner & Wallin, Sveavagen 17, Stockholm. WTD 12/4/59 I.R. 124.

358 Service Industry Machines

ENGLAND—Room air conditioners. Direct purchase and agency. Clive Morris International, Ltd., (sales agent), Crown House 143-47 Regent St., London, W.1.

■ **LIBERIA**—Air conditioning equipment, consisting of two, 10-ton systems, 3, 15 and 1, 20-ton systems. PIO/C No. 669-Z-99-AA-4-20089. Limited worldwide (898). Bid deadline August 15. Invitation No. 10. Single copies of specifications are available at Agency for International Development, Office of Small Business, Rm. 2109, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. 20230.

NORWAY—Coin-operated dry cleaning machines. Aage Thoen & Co., (importing distributor), 8 Stenersgaten, Oslo. WTD 12/14/62.

★★ NORWAY—Trade Mission

Manufacturer of air conditioning equipment wants U.S. lines of pneumatic conveyors, fans air conditioners, ventilators, air filters, room air conditionars (window type), coolers for crane cabs, coolers for busses. Norsk Dynamo Verksted A/S, Bergens gate 41, Oslo. WTD 11/23/60 I.R. 52.

Electric tape dispenser with ability to furnish two lengths of gum paper, 230 v. 50 c, ac. Hvistendahl & Juel A/S, Bankplassen 1, Oslo. I.R. 47.

Complete equipment used in bars, grills, drive-in restaurants, broilers. Utstyr A/S, Jon Smørsgate 7, Bergen. I.R. 15.★

Water purification systems for municipalities and for sewage treatment—flocking systems and all devices and machinery that sets up a purification system and sewage disposal—ph stabilizers, flouridation equipment, ozone, micro-filters. Argo A/S, Dronningensgate 8, Oslo. WTD 8/13/58 I.R. 137.

★★ SWEDEN—Trade Mission

Importer of vending machines, charcoal grills, wishes to purchase newly-styled vending machines, charcoal briquettes. Metro-Skandia AB, box 22, Stockholm 1. I.R. 90.

Retailer of home medical supplies with 54 stores wishes to purchase vending machines of non-food, non-refrigerated type. Nils Adamson AB, Lindhagensgatan 49. WTD 6/13/61 I.R. 79.

Importer wishes to build coin-operating-laundry business by opening stores; seeks direct manufacturing connection. Bendix, Josephson & Co. AB, Sveavagen 63, Stockholm. WTD 5/3/60 I.R. 115.

359 Machinery, Except Electrical

★★ SWEDEN—Trade Mission

Importer wants to be agent for mine hoists, asphalt-aggregate spreaders, concrete laying equipment. P.C. af Buren AB, Rasundavagen 53, Solna. I.R. 281.

361 Electric Transmission, Distribution Equipment

● **GREECE**—Supply of one 22 kv. metal-clad switchboard,Tender No. PAP/1906, bid deadline August 3. Estimated value of contract is $545,000. Public Power Corp. (PPC), Athens-Piraeus Division, 4 Korai St., Athens. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

● **INDIA**—Supply of switchyard control panels for dvc grid 132/138 kv substations and 33 kv receiving stations. Tender No. PE-SPEC-152, bid deadline August 5. Purchase through IDA loan. Tender documents available from Chief Accounts Officer, Damodar Valley Corp., Anderson House, Alipore, Calcutta, upon payment of $10.50 per set and $10.50 mailing charge. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA. Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

IRELAND—Overhead distribution, trunking systems, 220-380 v., 50 cycles. T.a. Dunne, Manager, Installation Equipment Division, The General Electric Co. of Ireland, Ltd., Dunleer House, Store St., Dublin 1.

★★ NORWAY—Trade Mission

Static inverters, power supplies, capacitors, power transformers. Also interested in agency for U.S. firm on transistors, including power transistors, coaxial cables, accessories, convertors. Staubo Electro Machine, Tvettenveien 30, Bryn, Oslo. I.R. 39.

● **PHILIPPINES**—Supply of switchgear, appurtenances, accessories, spares for the Angat Hydroelectric Project, Bulacan Province. Bid deadline August 6. Specifications available from the National Power Corp., 161 Bonifacio Dr., Port Area, P.O. box 2133, Manila, upon payment of $5.00 per copy. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

SAUDI ARABIA—Electrical installations, transformers, switch gear, boards, panels, cables, lighting equipment; diesel generators; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

★★ SWEDEN—Trade Mission

Electronics distributor wants additional electronic components of high quality, non-commercial type, *such as small amplifiers* for military purposes. Stenhardt AB, Bjornsonsgatan 197, Stockholm. WTD 4/22/63 I.R. 83.

Manufacturer of automatic couplings for railways wants to purchase line of high tension circuit-breakers (3 kv and up), low tension circuit-breakers (up to 3 kv), electronic components, rectifiers, transistors, diodes. Jan Dellner AB, Strandvagen 5 B. WTD 8/2/62 I.R. 82.

362 Electrical Industrial Apparatus

AUSTRALIA—Electric motors, fractional to 250 hp., 240 volt x 50 cycle; must conform to bss 2960-1958. Mr. R.G. Whyte, General Mgr., Austral Lighting Co., Pty., Ltd., (wholesaler, manufacturer), P.O. box 214, Valley, Brisbane, Queensland.

GERMANY—Electro-magnet; technical apparatus for research. Direct purchase and agency. D. Ambos, (import agent), Sandster. 5, Nuernberg.

● **GREECE**—Supply of two diesel generators, diesel engines, 4 stroke, 250 bhp., plus spare parts; generators 150 kw., 3 phase, a.c., 220/380 v, 50 c, switchboards. Tender No. B/400/63, deadline August 1. Estimated cost $30,000. Ministry of Commerce, State Purchases Directorate B', 50 Socratous St., Athens. A copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230 (Telephone: WOrth 7-4242).

PAKISTAN—Small, assorted electric motors with various applications; available electric power is 400/440 v. 50 cycles a.c. Niaz Ahmad & Son, (importing distributor, commission merchant), Lohari Gate, Hide Market, P.O. box 20, Multan. WTD 5/29/63.

363 Household Appliances

■ **CONGO**—10-in., eventually 12-in., 220 v., 50 cycle, a.c. single phase electric oscillating desk fans, single or multi-speed, $10,000. These offers should be sent airmail, to Congacec, P.O. box 8923, Leopoldville. Should be made out as proforma invoices, in triplicate, indicate fas New York export packed net price, essential electrical characteristics, nature of packing, approx. gross and net weight, estimated time of shipment, approx. cost of ocean freight from New York to Matadi, whether material is covered by any warranty. PA#660-000-355-3206. U.S. source. Bid deadline July 26. Quota No. 1292/01/AID-I/115.

GERMANY—Electrical household appliances. Direct purchase and agency. "e-forum" Elektrohandelsges. mbH, (wholesaler), Karlstr. 5, Langenfeld.

Dish-washing machine. Direct purchase and agency. Gustav Schmid, (importer), Schoenbuehlstr. 5, Stuttgart.

Garbage disposal units, garbage incinerators, electrical can openers, air conditioners, clothes dryers. Industrie-Vertrieb GmbH., (retailer), 5 Bayerstr. Muenchen.

NORWAY—Garbage disposers for ships. Direct purchase and agency. Hakon Lunde A/S, (importing wholesaler, manufacturers' agent), 24 Storgaten, Oslo. WTD 1/31/61.

★★ **SWEDEN—Trade Mission**

Manufacturer of fiber, wire brushes for both home, industrial use wishes to represent firm making floor-sweeping machines. AB M. Larsson, Onslunda. I.R. 194.

364 Electric Lighting, Wiring Equipment

SAUDI ARABIA—Telephone systems; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/25/61 on parent firm.

● **SUDAN**—Supply of 50 industrial dispersive reflectors fitted with flange type tops for conduit entry with Edison screw lamp-holders for 200 v. filament lamps complete with lamp and 60 dust proof clear glass screen attachments. Contract No. 2834, bid deadline August 8. Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James, London, SW.1. Tenders must be accompanied by at least 2 percent deposit. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

★★ **SWEDEN—Trade Mission**

Importer of ship equipment, light alloys wishes to extend electronic product line particularly in the military field such as telecommunications. Birger Hammar & Co. AB, Stockholm O. WTD 2/19/63 I.R. 85.

Manufacturer of electrical terminals wishes to take on additional electrical terminals, connector products either on a license basis or as a direct sales agent. Curt Winemar AB, Stockholm 20 and Kramfors. WTD 11/21/56 I.R. 286.★

366 Communication Equipment

AUSTRALIA—Complete closed circuit television network for School of Dentistry. Mr. J. P. Birrell, University Architect, University of Queensland, (State university), St. Lucia, Brisbane, Queensland.

367 Electric Components, Accessories

★★ **SWEDEN—Trade Mission**

Importer of electronic components for all types wishes to become sales agent for U.S. companies. Gunnar Wiklund AB, Kungsgatan 38, Stockholm. I.R. 84.

369 Electrical Machinery

GERMANY—Very small series-wound motors, up to 70 grams weight, 6 v., with capacity of 15-50 cmp (Zentimeterpond), with torsion switch cutting off power when overloaded; speed-reducer drive; required for use with artificial limbs. Research Dept., Anna Stift, (hospital), Heimchenstr. 1-6, Hannover.

Plastic products for electrical industry. Direct purchase and agency. D. Ambos, (import agent), Sandstr. 5, Nuernberg.

■ **GUINEA**—Batteries, dry, for telephone installations, 2,000; batteries round, for flashlights, 100,000; batteries 90 v., four holes, 10,000; batteries for transistor radios, 5,000; batteries 9 v., 1,000; electric stoves, 4 burners, 100; same, 3 burner, 25. Cif Conakry, normal commercial packing, sea freight. PA#675-901-356-3200. Limited worldwide (901). S/A No. 8/63. Bid deadline July 20. Ematec, B.P., 252, Conakry. Send two copies of all offers to The Embassy of Guinea, Commercial Section, 2112 LeRoy Pl., NW., Washington 8, D.C. 20230, and two copies to the buyer.

★★ **SWEDEN—Trade Mission**

Manufacturer of road safety signs, signals, manual parking meters desires distribution rights for traffic security devices. Trafik & Vagmarken AB, Hamngatan 14, Stockholm C. WTD 3/21/61 I.R. 100.

371 Motor Vehicles, Motor Vehicle Equipment

■ **BOLIVA**—Trucks, ¾ ton pick-up; 2½ ton trucks; 4 x 4 International Scout pick-ups, or equal, four items, min. 72 bph. Limited worldwide (901). PIO/C No. 511-S-71-AA-9-30169. Bid deadline July 30. Ministry of National Economy, La Paz. Invitation No. MOE-PSD-004-63. Detailed specifications, special instructions, conditions, with bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C. 20230, Attn: Mr. Gonzola Saenz.

■ **INDIA**—Motor vehicle parts, Stewart Warner, various part numbers, descriptions, different quantities. Loan No. 217. U.S. source. Bid deadline July 20. Madras Auto Service, Pvt., Ltd., Madras 6. Cable: AUTOSERV. Import license No. E268523.★

■ **INDONESIA**—Deluxe portable cabinet and base, jet power chassis pump; gear oil pump; waste oil drain; chassis/air reel; air filter, accessories, 24 items, large quantities. Invitation No. 497-191-SM/T/AID/0194. Loan No. 497-K-013. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

■ Electric-magic motorcar steam cleaner, model No. 100, 12 nos., portable self-contained unit, on steel wheels. Invitation No. 497-191-SM/T/AID/0194.

■ Metallizing gun, complete with power absorbtion type governor, four, hose units, 3/16" gas hose, 3/16" oxygen hose, ⅜" air hose, each 15 ft. long, four; air control unit, including filters, 19 items, four each.

■ CV-9710, Curtis air compressor; same, elt guard, four each.

■ Jack/Saver hydraulic jack repair kits, by Blackhawk, to fit in Ajax or Walker hydraulic jacks, eight items, large quantity.

■ Catalog No. 311, Bren Weld portable arc welder for battery charger, a.c. 50 c. 110/125 v., one-phase, fan cooled, 30 to 225 amps. equipments, power cables, welding, ground cables, electrodes, clamps, 20 sets.

All the above are for loan No. 497-K-013. U.S. source. Bid deadline July 26. Invitation No. 497-191-SM/T/AID/0194. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions are available.

■ Model No. 2625 "Balcrank" Service Station lubricating gun (30 sets):

■ Model 3231-A, suction gun 8 oz. capacity with No. 41201 flexible nozzle ¼" nozzle 12" long; model 2233-A push type water pump. 8 oz. gun with No. 41221 angular hydraulic adapter 4" long; model 2234-A push type water pump grease universal or wheel bearing 16 oz. gun, with No. 41197 angular hydraulic adapter, 8" long; model 2236-A high pressure level grease gun 16 oz. capacity with No. 41211 straight hydraulic adapter 8" long; model 3237-A spring primed steering gear gun with No. 43230 angular nozzle with automatic antidrip tip. Set supplied with light weight carrier. Loan No. 497-K-013. U.S. source. Bid deadline July 26. Invitation No. 497-86-SM/T/AID/0159. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.

■ Model No. 400, Kat-Tunemaster automotive, general engine testing apparatus set, for work bench use, 36 nos., consisting of eight items of equipment. Invitation No. 497-191-SM/T/AID/0194. Loan No. 497-K-013. U.S. source. Bid deadline July 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available.★

NORWAY — Automotive hardware; locks, hinges for refrigerator trucks, rivets for bus body building, steel seat frames for buses. Direct purchase and agency. Rodin & Co., A/S, (importing wholesaler, manufacturers' agent), 7b Konowsgate, Oslo. WTD 11/5/62.

■ **PAKISTAN**—Supply of Jeeps and Jeepsters. Loan No. 391-H-056. U.S. source. Bid deadline July 25. Tender No. CDA/DP-1045. C&f Karachi. Capital Development Authority, Directorate of Purchases, Rawalpandi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.

■ Contact sets; distributor rotors; switch, selenoid; bush; gasket cylinder head; horns; gear transmission reverse, with bushings; main drive clutch; shaft transmission; valve inlet; king pin unit; gear ring, pinion, certain brand names, or equal, large list, quantities. Loan No. 391-H-056. U.S. source. Bid deadline July 22. Ebrahim Brothers, Ltd., Shewani Mansion, Gari Khata, Hyderabad. Import license 334-515.★

★★ **SWEDEN—Trade Mission**

Importer of industrial vacuum sweepers wishes to purchase large capacity street sweeping machines with rider driver. Also interested in smaller street sweepers that are power driven. AB Rebon, Alggatan 48, Malmo. I.R. 187.

■ **VIETNAM**—Truck, chassis, cab, pick-up body, three items, left hand drive, 20 each, truck, chassis, cab and water tank body, left hand drive, 15 each; truck, chassis, cab, lubrication service body, left hand drive, five each. PA# 430-820-901-3857. Limited worldwide (901). Bid deadline July 25. Invitation No. 1486. Single copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington 25, D.C.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

YUGOSLAVIA—Normal air samplers, air samplers for use in premises contaminated with radio-active particles; laboratory apparatus; requests replies from manufacturers only with catalogues. Mr. Peter Petrosanec, Scientific Consultant, "Boris Kidric" Institute for Nuclear Research, (Vinca), (scientific research institute), P.O. box 522, Belgrade.

381 Engineering, Laboratory, Scientific, Research Instruments

● **GREECE**—Spacing dividers used in drafting 15, plastic protractors 7. Decision No. 51360/63, bid deadline July 20. Specifications

are available from Naval Attache, Royal Greek Embassy, 2228 Massachusetts Ave., NW., Washington, D.C.

YUGOSLAVIA—Laboratory apparatus suitable for use in testing minerals: requests replies from manufacturers only with catalogues and price lists. Institute Za Technologiju Mineralnih Sirovina, (Institute for the Technology of Minerals), (Research laboratory), 86 Bulevar Franse D'Epere, Belgrade.

Laboratory type oscilloscopes, complete sets of apparatus for neurophysiology; requests catalogues, documentation, price lists. Dr. Rosic, Institute for Toxicology, Military-Medical Academy, (medical research institute), 2 Pasterova St., Belgrade.

Automatic air samplers to measure carbon disulphide, sport evaluators, phototape samplers; requests catalogues, price lists. Mr. Damjan Brankovic, Mgr., Chemical Laboratory, "Vizkoza" Industrija Vizkoznih Proizv oda, (Vizkoza Industry of Viscose Products), (manufacturer), Loznica, Servia.

Laboratory, industrial air samplers; requests price quotations, catalogues. Mrs. Gabrijela Jovanovic, Head III Import Dept., Jugolaboratorija Import-Export, (importer, exporter), 44 Sedmog Jula St., Belgrade. WTD 3/8/61.

Various types of dust samplers for field research laboratories; requests replies from manufacturers only with catalogues, technical data. Dr. Franjo Ac, Director, Pokrajinski Zavod Zastitu Zdravlja, (District Institute for Health Protection), (Government health institution), 32 Petra Drapsina St., Novi Sad.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SAUDI ARABIA—Pressure gauges, mercury manometers, dall tubes; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad and Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Veterinary instruments. Protojen, Pty., Ltd., (manufacturer, wholesaler, retailer), 110 Roma St., Brisbane, Queensland.

● **EL SALVADOR**—Supply of 400 rolls of adhesive tape, bid deadline July 25, tender No. 120(63); supply of 3000 glass hypodermic syringes, bid deadline July 26, tender No. 121(63); supply of 500 boxes of depressors and 500 boxes of applicators, bid deadline July 30, tender No. 122(63); supply of 7000 clinical thermometers, bid deadline July 29, tender No. 123(63); supply of 4500 pairs of white latex gloves, bid deadline July 29, tender No. 124(63). Proveeduria General de la Republica, San Salvador.★ (Telephone: WOrth 7-2939).

GERMANY—Acid resistant, elbow length, gloves. Direct purchase and agency. Ronald Lechner, (agency), Haidlangsring 43, Hamburg-Bramfeld.

★★ SWEDEN—Trade Mission

Retail chain store wants to purchase surgical, medical supplies for home consumption. Nils Adamson AB, Lindhagensgatan 49, Stockholm. WTD 6/3/61. I.R. 78.

Importer of medical supplies wishes to be agent for same. Isomica, Ronneholmsvagen 53, Malmo 14. WTD 10/3/56. I.R. 228.

● **VIET NAM**—Supply of dental laboratory equipment. Bid deadline August 2, tender No. 0901-13063. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WOrth 7-2939).

YUGOSLAVIA—Special first aid kits for high tension line workers, protective gloves, fume and dust masks, protective boots, respirators, revival masks and apparatus for use of field teams; requests replies from manufacturers only with catalogues, price lists, and technical advice on latest safety equipment and protective measures for workers in this field. Preduzece Za Distribuciju Elektricne Energije—Pogon Elektroizgradnja, (Electric Power Distribution Co.—Electric Building and Construction Department), (city electric utility), 47 Skenderbegova St., Belgrade.

386 Photographic Equipment

GERMANY — Teaching aids, self-tutoring equipment. Cosmophone Co., (wholesale distributor), 89 Fahrgasse, Frankfurt/Main.

■ **GUINEA**—Equipment for motion picture operating room, 15 items, for movie theater approx. 80 ft. long, 30 ft. wide, 22 ft. high. PA# 675-901-356-3200. Limited worldwide (901). Bid deadline July 20. Ematec, B.P., 252 Conakry. S/A No. 16/63.★

391 Jewelry, Silverware, Plated Ware

NETHERLANDS—Gold jewelry; silver, silverplated ware; precious stones. Direct purchase and agency. J. Flapper, (wholesaler), Apolstraat 7, Arnheim.

394 Toys, Amusement, Sporting Goods

FRANCE—Automatic fishing reels with flies. Ets. Bertrand-Vigier, (manufacturer), 41 Blvd. Gambetta, Villefranche-sur-Saone, (Rhone). WTD 11/7/62.

★★ SWEDEN—Trade Mission

Manufacturer, sales agent wishes to purchase camping equipment, sporting goods. Scan Center, Storgatan 20, Tranas. I.R. 250.

YUGOSLAVIA—Single, double channel audiometers; electroscapels for cancer therapy; all types of incubators; oxygen tents for children; instruments, other equipment suitable for children's hospital; requests fas U.S. port quotations for single units, catalogues, technical documentation, delivery dates, conditions of payment. Medecinski Instrument, (importer), 8 Trg Marksa i Engelsa, Belgrade.

396 Costume Jewelry, Costume Novelties, Buttons

ITALY—Full line of costume jewelry, including necklaces, bracelets, ear drops, brooches. Mr. Paul Edward Allvin, C.I.M. SpA Grandi Magazzini, (department store chain), Via XX Settembre, Plazzo di Vetro, Rome.

399 Manufacturing Industries

ENGLAND—Slot machines, new or second hand, size of coin slot immaterial; Automatic Machine Economy Co., (importer), 29 Augusta St. Cardiff/Wales. (Requests catalogues, literature on all types of amusement machines.)

GERMANY—Model kits of all kinds, especially military type models; cigarette lighters; nail clippers, pocket knives with nail file, bottle, cap opener, chain; practical joke articles; gift items, souvenirs; inexpensive ball point pens. Allgemeine Verkaufsges. mbH, (importer, wholesaler), 12 Starkenburgring, Offenbach/Main.

Advertising gifts. Export Service Handwerk GmbH, (importer, exporter), 88 Grossbeeren St., Berlin. WTD 11/9/61.

SAUDI ARABIA—Fire extinguishers, fire hydrants; requests quotations via airmail, c&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Subsidiary of Ahmad & Muhammad Salih kaki, P.O. box 234, Mecca). WTD 12/26/61 on parent firm.

★★ SWEDEN—Trade Mission

Commercial traders in paper, pulp, chemicals, textiles wishes to purchase garden equipment, do-it-yourself kits, sports goods, electrical devices such as toasters. Firma Elof Hansson, 1a Langgatan 19, Goteborg. WTD 4/9/63. I.R. 117.

Importer wants to purchase combs, powder cases, novelties, other toilet articles. Lehmanns Handels AB, N. Smedjegatan 30-32, Stockholm. WTD 6/23/60. I.R. 109.

509 Wholesalers

AUSTRALIA—Scrap aluminum; seeks supplier in Houston, Texas, area. Mr. Malcolm A. Heyworth, Director, Heyworth & Sons, Pty., Ltd., (importing distributor), P.O. box 39, Drummoyne, N.S.W.

GERMANY—Insulating materials for the building industry. Direct purchase and agency. Horst Waldow, (importer, wholesaler), Schimmelmannstr. 123, Hamburg-Wandsbeck.

739 Business Services

★★ SWEDEN—Trade Mission

Leading advertising agency offers to interview, evaluate prospective sales agents in the fields of textiles, consumer goods. Leijon & Luning AB, Jakobsbergsgatab 5, Fack, Stockholm 7. I.R. 121.

Market research firm for consumer goods wishes to do research for companies planning to enter the Swedish market. AB Marfo, Fiskaregatan 8A, Lund. I.R. 205.

Korea seeks supply of cable carrier parts

Invitation to bid No. KFX-3052-P (Project Nos. 63-72 and 63-74) for the supply of cable carrier spare parts and various components has been issued by the Office of Supply, Government of the Republic of Korea.

Among the items desired are spare parts for Fujitsu limited type T-12A-Tr carrier system, Lenkurt H5A2 equipment, Oki Electric Co. Telex, type OKI-CJ-2B, Mitsubishi Electric Co. ARQ-Mux, type 72-3; and Marconi SSB transmitter, receiver, and terminal, types HS-51, GS-72, HS-32, HR-93, HR-21 and HW-21; and Nippon Electric Co., ssb transmitter, type S-1016B.

Also required are various quantities of crystals and crystal ovens, capacitors, molded resistors, and transistor checkers and telegraph distortion analyzer.

The bid deadline is July 20. Copies of the bidding documents and specification can be received from the Procurement Attache, Embassy of Korea, Washington, D.C., or reviewed at the Electronics Division, BDSA (308), Rm. 4125, Department of Commerce, Washington, D.C. 20230 (Telephone WOrth 7-2334).

Leads for Importers

Commodities are offered direct unless specified.

202 Dairy Products

★★ SWEDEN—Trade Mission

Manufacturer wishes to find sales agent for its dairy product known as "Whey Spread." Sodra Halsinglands Mejeriforening, Bollnas. I.R. 273.

203 Canning, Preserving Foods

FRANCE—Canned fruit, vegetables (asparagus, spinach, beans, celery, tomatoes), and tomato paste. Sarrians-Conserves, Route d'Orange, Sarrians, Vaucluse. WTD 6/20/63.

MOROCCO—Frozen sardines, mackerel. Maroc-Bretagne, Quartier Industriel d'Anza, P.O. box 148, Agadir. WTD 1/16/62.

204 Grain Mill Products

PERU—Annatto seed. Lubo Martinovich Mijailovich, Koripata 360, Casilla 516, Cuzco. WTD 6/5/63.

205 Bakery Products

FRANCE—Direct or through agents. Rusks of all types, including dietetic products ("longuets," "gressins" and others). Also diabetic bread and rusks, with gluten or azotized ingredients. Offered for export trade in packages of various sizes. Biscottes Et Produits Labouchede, 87 Quai des Chartrons, Bordeaux, Gironde. WTD 6/10/63.

209 Food Preparations

★★ SWEDEN—Trade Mission

Tinned fish, beer, royal rye crisp bread, herring, tid-bits, shrimp. J. Voldrich & Co. AB, Nobelgatan 21, Goteborg O. I.R. 143.

224 Narrow Fabrics

★★ SWEDEN—Trade Mission

Textile agent wishes to purchase linings, interlinings, cottons. Berrum and Jorek, Goteborg C. I.R. 184.

Contemporary designed "do-it-yourself" kits for tapestries, rya rugs. Nordiska Industri AB, Kyrkogatan 44, Goteborg. I.R. 118.

227 Floor Covering Mills, Products

★★ SWEDEN—Trade Mission

Leading producer of nylon, plastic carpets wishes to sell same. The products are used as non-skid corridor carpets for boats and old peoples' homes. AB Herman Gotthardt, Malmo. WTD 4/4/63. I.R. 164.

229 Textile Goods

★★ SWEDEN—Trade Mission

Manufacturer of linen towels to hang on wall in the home (kitchen, bathrooms, dens). Femenko-Textilagenturer, Box 2010, Norrkoping 2. I.R. 237.

Sales agent desired for fancy automotive seat covers, accessories. John G. Torgner, Linkoping. WTD 4/5/63. I.R. 238.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

★★ SWEDEN—Trade Mission

Manufacturer of men's raincoats, blazers wishes to sell same. Harrimack, Kolumbusgatan 3, Goteborg. I.R. 182.

234 Women's, Misses', Juniors' Outerwear

★★ SWEDEN—Trade Mission

Mail order merchandiser of direct consumer sales of ladies', junior misses' undergarments wishes New York buying office connections. Mademoiselle, c/o Westling, Kungsholmsgatan 64, Stockholm K. I.R. 53.

238 Apparel, Accessories

★★ SWEDEN—Trade Mission

Manufacturer of unique after-ski fashions in caps, pullovers, matching wool hats, boots seeks specialist as sales agent. Gotlands Ylle AB, Visby. I.R. 120.

Ladies', men's knitted outerwear, ski sweaters, dresses, pullovers, bathing suits. Boras Trikafabrik, Boras. I.R. 154.

242 Sawmills, Planing Mills

★★ SWEDEN—Trade Mission

High quality paper specialties for decorating; also hard and softboard. Jan Liebig, Ltd., Avenyn 34, Goteborg. I.R. 146.

251 Household Furniture

★★ SWEDEN—Trade Mission

Manufacturer of unique kitchen cabinet accessory line desires sales agent. Specialty is plastic-covered adjustable wire hanger to fit on doors under kitchen sinks. System Dishman AB, Kullagatan 30, Helsingborg. I.R. 162.

259 Furniture, Fixtures

★★ SWEDEN—Trade Mission

Houseware, kitchen gadgets to be sold in food stores, department stores, chair stores. Legis AB, Box 5127, Goteborg. WTD 4/29/53. I.R. 139.

266 Building Paper, Building Board Mills, Products

★★ SWEDEN—Trade Mission

Exporter wants distributor to handle hardboards, insulating boards. Soren Berlin, Kanaltorgsgatan 2, Goteborg. I.R. 108.

275 Commercial Printing

SPAIN—Engravings on transparent paper for printing musical scores. Mr. Rogelio Villar Sanchez, Calle Angel Gonzales Tejedor No. 15, Madrid 17. WTD 6/20/63.

283 Drugs

SWITZERLAND—Bacterial toxins, pyrogens, circulatory drugs, hypnotics for special indications. Serumwerk A.G., Grellingerstrasse 81, Basel. WTD 6/11/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★ SWEDEN—Trade Mission

Manufacturer of detergent named "Fenom" wishes to employ either wholesaler, distributor or sales agent. Aktiebolaget Fenom, Sergelsgatan 1A, Goteborg. WTD 9/12/58. I.R. 148.

307 Plastics Products

★★ SWEDEN—Trade Mission

Firm seeks wholesaler for plastic decorative laminates. Skanska Attikfabriken AB, Perstorp. WTD 9/9/60. I.R. 189.

Manufacturer seeks wholesaler for tongued, grooved parquet flooring. No nailing or glueing needed to install. Limhamns Plastindustri AB, Rundelsgatan 14, Malmo. I.R. 192.

314 Footwear, Except Rubber

★★ SWEDEN—Trade Mission

Firm wishes to distribute orthopedic sandal, constructed of wood with form-fitted wood sole, a leather strap, rubber heel. Landy Trading Co., Kungsgatan 19, Lindesberg. I.R. 176.

Line of wooden shoes, sandals for beach, everyday use. Radings Ortopediska AB, Sodra vagen 10, Goteborg. I.R. 137.

336 Nonferrous Foundries

★★ SWEDEN—Trade Mission

Bronze bushings, gravity die casting for automobile industry. Johnson Metall, Orebro. I.R. 103.

342 Cutlery, Hand Tools, General Hardware

★★ SWEDEN—Trade Mission

High grade stainless steel boat fittings, marine hardware. AB Herman Gotthardt, Malmo. WTD 4/4/63. I.R. 164.

Leaf rakes, garden tools. Malte Matson AB, Box 860, Mora. I.R. 97.

Hand saws, saw blades used by loggers, carpenters, hobby-shop owners, nursery men. Hedstroms Skogsverktyg, Nas. I.R. 67.

Company wants representative to sell carpenter tools which include planes, saws, vices, clamps, squares. Jernbolaget Eskilstuna, Eskilstuna. I.R. 94.

Firm wants to export standard type hacksaw blade. Nider Manufacturing Co., S. Hamngatan 45, Goteborg. I.R. 211.

Mechanism for office or household chairs, can be adjusted to different posture positions. AB Blomberg Mekaniska, Nassjo. I.R. 244.

349 Fabricated Metal Products

★★ SWEDEN—Trade Mission

Stainless steel equipment for hospitals, large kitchens, laboratories, factories. Getinge Mek. Verkstads AB, Getinge. WTD 11/28/60. I.R. 206.

Manufacturer wants to sell patented specialty elbow used under wash bowls in both bathroom, laundry fixtures. AB Kerel, Sjobergsvagen 10, Sundsvall. I.R. 294.

351 Engines, Turbines

★★ SWEDEN—Trade Mission

Manufacturer wants to distribute outboard motor. Nymanbolagen AB, Uppsala. WTD 1/14/63. I.R. 86.

352 Farm Machinery

★★ SWEDEN—Trade Mission

Exporter wants distributors for agricultural equipment. AB Bolinder-Munktell, Eskilstuna. WTD 1/15/54. I.R. 262.

Manufacturer seeks representative in the mid-west or Chicago area to market fertilizer. Ysta-Maskiner, Ystad. I.R. 188.

355 Special Industry Machinery

BELGIUM—Sale, distribution of bandsaws in the middle west and on the Pacific coast. S.A. Taecke Fils & Co., 93, rue Champ de l'Eglise, Brussels. WTD 6/20/63.

ENGLAND—Mull mixers, thorite motorised drums. Richards Structural Steel Co., Ltd., Phoenix Iron Works, Leicester. WTD 2/19/63.

362 Electrical Industrial Apparatus

★★ SWEDEN—Trade Mission

Switchgear, power sockets, circuit breakers, raw materials used in electric contact type equipment. C.E.W.E., Charles Westerberg & Co. AB, Nykoping. I.R. 254.

363 Household Appliances

★★ SWEDEN—Trade Mission

Reputable manufacturer of camping stoves wishes to market product; Refillable propane gas cylinder used. AB Bahco, Stockholm. WTD 9/26/62. I.R. 304.★

366 Communication Equipment

★★ SWEDEN—Trade Mission

Exporter wants sales agent to market "contact" inter-communications system fully transistorized with master station and simple plug-in sub-stations. Cost depends on number of channels. Royal Trading Co., Jakobsbergsgatan 5, Stockholm. WTD 9/3/58. I.R. 116.

367 Electric Components, Accessories

★★ SWEDEN—Trade Mission

Importer, wholesaler of electronic components wants sales agent for same. ELFA Radio & Television AB, Box 3075, Stockholm 3. WTD 7/28/61. I.R. 91.

369 Electrical Machinery

★★ SWEDEN—Trade Mission

"Squirrel cage" electric motors from ¼ to 200 hp.; high torque, low speed hydraulic motors from 0 to 30,000 ft. lb. torque and 0 to 100 r.p.m.; 300 watt, portable generator. Hagglund & Soner, Ornskoldsvik. WTD 12/19/62. I.R. 323.★

379 Transportation Equipment

★★ SWEDEN—Trade Mission

Automotive seat belts of good quality; meets all standard safety regulations. STIL-Industri, Vargarda. I.R. 201.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ SWEDEN—Trade Mission

Manufacturer wishes to market pressure transducer, load cells, other pressure sensing devices. AB Bofors, Bofors. WTD 3/30/62. I.R. 110.

386 Photographic Equipment

★★ SWEDEN—Trade Mission

Firm wishes to market new high speed camera—3,000 frames per sec. Stalex Forslajnings AB, Alstromergatan 39, Stockholm 49. I.R. 149.

393 Musical Instruments, Parts

GERMANY—All stringed instruments: guitars, mandolins, banjos, violins, cellos, stringbasses; all percussion, wood-wind and brass-wind instruments; pertaining accessories. Voss-Musikinstrumente GMBH., Postfach 213, 9 Karl-Ruebel-Strasse, 46 Dortmund. WTD 6/12/63. For price list write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, D.C. 20230.

394 Toys, Amusement, Sporting Goods

FRANCE—Games of various types for adults, children (amusement, society, educational, didactic), including automobile highway-rules available in French, English, a "table-code." Edmond Dujardin, 48 Boulevard de la Plage, Arcachon, Gironde. WTD 6/13/63.

NETHERLANDS—Electrical, mechanical and electronic toys for technically minded child. B. Chargois, C.V. Klein's Maatschappij, (electric components and specialized toy dealer), 27-35 Vijzelstraat, Amsterdam. WTD 5/17/63.

★★ SWEDEN—Trade Mission

Fishing flies. H/B Gronlunds Fiskredskapsfabrik, Box 101, Vilhelmina. I.R. 309.★

Exporter of camping, sporting equipment seeks sales agent for same such as tents, knapsacks. O. Chr. Olsen & Co. AB, Box 143, Goteborg. WTD 10/20/60. I.R. 212.

Manufacturer wants sales agent for croquet sets, wooden wagons. Lovsjo Bruk, P.O. box 1157, Jonkoping. I.R. 303.

Sporting, camping equipment, especially tents, ice hockey, archery equipment. AB Elof Malmberg, Gavle. WTD 5/23/62. I.R. 308.

399 Manufacturing Industries

★★ SWEDEN—Trade Mission

Company seeks agent for orthopedic shoes, braces, arch supports made of wood. Radings Ortopediska AB, Sodra Vagen 10, Goteborg. I.R. 135.

Handicraft organization seeks sales agents in southwestern U.S. and is interested in direct sales. Hemslojdsforbundet for Sverige, Majorsgatan 12, Stockholm O. I.R. 123.

Gas masks, gas masks filters, welding machines (for wood and plastic); large filters for shelters. Flodins Industri AB, Lysekil. WTD 2/4/58. I.R. 158.

Firm wishes sales agent for self-adjusting back support. Albus-Alvar Barvaeus AB, Getfotsvagen, Enskede. I.R. 112.

Manufacturer of brushes, such as hand, complexion, hair, clothing, shaving, tooth brushes, household cleaning brushes wants sales agent. AB M. Larsson, Onslunda. I.R. 226.★

Manufacturer of automobile, passenger hoist parking system seeks sales outlet. Amaco AB-Mauritzson & Co., Murmansgatan 124c, Malmo. I.R. 195.★

Firm wants to market picnic supplies such as sets in canvas cases, regular hard cases. Aktiebolaget Rune Svensson, Skanninge. I.R. 258.

Manufacturer of light aircraft, rocket pods, small boats wants a U.S. sales agency to market newly-developed ocean-going (29′ to 35′) fiber-glass boats. AB Malmo Flygindustri, Malmo Airport, Malmo. WTD 2/5/58. I.R. 207.

731 Advertising

★★ SWEDEN—Trade Mission

Advertising, marketing company wishes to sell services as advertising agents, marketing analysis. Ervaco, Sveavagen 90, Stockholm. WTD 8/28/50. I.R. 113.

Turkey seeks materials for transformer substations

The General Management of the Iller Bank, Ankara, Turkey, invites bids for transformer substation materials and equipment for the cities of Alibeyhoyugu, Tortum, Aglasun, Karaoglanli and Yahsihan. Included in the tender are two 1,250 kva and one 500 kva three phase outdoor type transformers. The bid deadline is July 30.

Bid quotations should be submitted to Iller Bankasi, Ticaret Isleri Mudurlugu, Ankara, Turkey. One copy of specifications is available for loan from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

India requests tenders for electronic components

The Purchase Division of the Atomic Energy Establishment Trombay, Bombay, India, has issued Tenders Nos. AEE/P/PHY/8543-8551/PT for the supply of various quantities of electronic components, including capacitors (paper, ceramic, and polystyrene) trimmers, tubes, transistors, zener diodes, and rectifiers.

The bid deadlines for the various tenders range from July 10 to July 25, and bids should be submitted directly to the Government of India, Atomic Energy Establishment Trombay, (Purchase Division), Mohatta Bldg., Palton Rd., Bombay, India.

Copies of the bid documents may be reviewed at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, D.C. 20230 (Telephone: WOrth 7-2334).

Philippines Company seeks agency agreements

Swamag (Swiss American Agencies), P.O. box 2723 or 533 Misericordia, Manila, The Philippines, is seeking agency agreements for builders' hardware, iron and steel products, electrical supplies for the construction industry; electronic components for the manufacture of radios; chemicals for food, textile, steel, and mining industries, plastic sheets and sheetings; automotive and tractor parts; and drapery and upholstery fabrics.

A WTD report dated 12/17/62 on Swamag may be obtained from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington, D.C. 20230.

Canada plans construction of air terminal building

The Canadian Government has announced Treasury Board approval of construction of a new terminal building for the Vancouver International Airport.

The project, estimated to cost US $16,650,000 (C$ 18,000,000), is expected to be started next year.

The building is being designed by the Department of Transportation.

A call for tenders will be issued late in 1964 with construction to start immediately thereafter.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

264 Converted Paper, Paperboard Products

AUSTRALIA—Stationery items; requests replies from manufacturers only be addressed to their U.S. representative J. F. Trinkaus & Co., Inc., 39 Cortlandt St., New York 7, N.Y. Ayers & James, Pty., Ltd., (indent agent), P.O. box 42 or 288, Abbotsford Rd., Albion, Brisbane, Queensland.

282 Synthetic Materials

NORWAY—Polyvinyl chloride, neoprenes, similar chemicals; requests replies from manufacturers only. M. Larsen Kroghen & Co. A/S, (manufacturers agent), Postboks 3, Oslo. WTD 10/16/62.

283 Drugs

AUSTRALIA—Veterinary supplies; requests replies from manufacturers only. Protojen, Pty., Ltd., (manufacturer, wholesaler, retailer), 110 Roma St., Brisbane, Queensland.

327 Concrete, Gypsum, Plaster Products

ITALY—Lime in clods, hydrated lime; requests replies from manufacturers only. Giovanni Ancellotti, (agent), Via Sallustiana 23, Rome.

334 Secondary Smelting, Refining of Nonferrous Metals

GREECE—Soldering materials. Leon Saltiel, Successor to Benico Saltiel, (commercial agent), 36 Frangon St., Rm. 49-20, Thessaloniki.

353 Construction Machinery

GERMANY—Bulldozers, cranes, all types of heavy earth moving equipment. Heussel & Wedel, Bochum. WTD 11/20/62.

Chile invites bids for paving asphalt

The Ministry of Public Works, Santiago, Chile, invites tenders for the supply of approx. 1,880 tons (1,700 mt.) of paving asphalt.

The notice calls for asphalt of penetration grades 50/60 and 70/85 complying with specified requirement for flash point, volatility, solubility, ductility, specific gravity and uniformity. The asphalts are to be shipped in 55 gal. containers, in specified quantities, to four locations.

Firms must be legally represented in Chile to tender. Tenders should be addressed to the Ministerio de Obras Publicas, Calle Moneda 723/7, 3er. piso, Santiago de Chile and be received by 11:00 a.m., July 25. Correspondence in Spanish is preferred.

Copies of the notice and specifications may be reviewed by interested firms in the office of the Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington, D.C. 20230.

GERMANY—Excavators, earthmoving machines, dumpers. Adam Richter, (manufacturer), Crumbacherstr. 97, 3503 Kassel-Lohfelden.

363 Household Appliances

GERMANY—Electrical household appliances; requests replies from manufacturers only. Elektro-Heizungstechnik GmbH, (distributor), 21 Goethestr., 8 Muenchen 15.

372 Aircraft, Parts

GERMANY—Airplane equipment. Kurt Umlauff, Silbersackstr. 49/51, Hamburg 4.

381 Engineering, Laboratory, Scientific, Research Instruments

YUGOSLAVIA—Medical laboratory apparatus, appliances; requests replies from manufacturers only. Mr. Jovan Naumovic, Section Mgr., Jugomontana, (sales agent), 4 Oblicev Venac, Belgrade. WTD 8/21/62.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Toys; requests replies from manufacturers only be addressed to their U.S. representative, J. F. Trinkaus & Co., Inc., 39 Cortlandt St., New York 7, N.Y. Ayers & James, Pty., Ltd., (indent agent), P.O. box 42 or 288, Abbotsford Rd., Albion, Brisbane, Queensland.

509 Wholesalers

NETHERLANDS—Ship stores which differ from the European standards. Van Dijk's Scheepsuitrustingen N.V., (importer, manufacturer, exporter, commission merchant), 12 Gantelstraat, Rotterdam-8. WTD 6/4/63.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

The Bureau of International Commerce, Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May unless otherwise marked.

Advertising Media—Morocco, April.
Advertising Media—Venezuela, June.
Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Jamaica.
Aircraft and Aeronautical Equipment Importers and Dealers—Ceylon, April.
Beverage, Non-Alcoholic Manufacturers—Nigeria, April.
Book, Magazine and Periodical Importers and Dealers—Venezuela.
Boot and Shoe Importers and Dealers—Denmark, June.
Boot and Shoe Manufacturers—Chile.
Clothing Manufacturers—Ceylon.
Clothing Manufacturers—Jamaica, April.
Clothing Manufacturers—El Salvador, June.
Coffee, Tea and Cocoa Exporters—Nicaragua.
Dental Supply Houses—Pakistan, June.
Dental Supply Houses—Republic of South Africa, June.
Hide, Skin and Fur Importers, Dealers and Exporters—Tunisia.
Jewelry, Silverware, Timepieces and Giftware Importers and Dealers—Thailand, June.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Denmark.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Morocco, April.
Mining Companies and Exporters of Ores—Venezuela, April.
Musical Instruments Importers and Dealers—United Kingdom.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Bolivia.
Seed and Bulb Importers, Dealers and Exporters—Turkey, June.

Visiting Buyers and Officials

AUSTRALIA—Maureen Doyle, representing Woodpecker Craft Gift Shop, 1086 High St., Armadale, Melbourne, Victoria, interested in goods suitable for sale in **gift shops—novelties, glassware, wooden trays, cutlery, ovenware.** July 18 via Honolulu for two weeks. c/o Mr. S. O'Hanrahan, 2441 Vallejo St., San Francisco. Itinerary: San Francisco, New York.

AUSTRIA—Mrs. Irma Alembik, representing "Charme" Boutique Dress Shop, 2 Bauermarkt, Vienna, interested in showing her own small collection of highly fashionable ladies dresses and accessories; interested in new **U.S. fabrics and ladies' garments;** contacting U.S. manufacturers of **ladies' blouses and shirts** with a view to obtaining sales rights for Austria. July 1 via New York for two months, c/o Mrs. Bishop, 322 W. 72nd St., New York 23, N.Y. Itinerary: New York, Washington.

AUSTRIA—Mr. Otto Schaettle, representing Dkfm. Otto Schaettle, Schallplatten-Import-Dienst, 174 Schoenbrunnerstrasse, Vienna 7, interested in contacting U.S. manufacturers and/or distributors of **phonograph records and recording tape** with a view to import their products into Austria. July 22, via New York for one month, c/o Salient Export Agency, 1113 Broadway, New York, N.Y. Itinerary: New York, Washington.

ITALY—Gian Filippo De Nicolais, representing San-De S.n.c., Via Serra 6, Milan, interested in obtaining representation of U.S. manufacturers of **laboratory pumps made of anti-corrosive materials, high-speed air compressed stirrers, packaging and dosing machines for the pharmaceutical and cosmetics industries, electronic equipment for chemical laboratories.** July 25, via New York for one month, c/o National Instrument Co., Fordleigh Rd., Baltimore, Md., c/o Branson Co. Inc., Stamford, Conn. Itinerary: Baltimore, Boston, New York.

New Books and Reports

***Sources of Industrial Marketing and Economic Information for Mexico.* (Part I.) Elements of Industrial Development in Mexico. Southwest Research Institute, Dept. of Chemistry and Chemical Engineering, 8500 Culebra Rd., San Antonio 6, Tex. 56 pp. Free if requested on company letterhead.**

First of a planned series of papers which will bring together the highlights of available information on the Mexican economy and market. Discusses the various kinds and sources of technical and economic information about Mexico. Bibliographic section includes basic reference works, directories, publications on the general economy, on business and industry (with the emphasis on the chemical industry), on foreign trade, banks, investments, taxes. Includes a list of technological research centers.

***Import.* A monthly journal published by E J P Publications. Maidenhead, England. June 1963 (1st issue). 36 pp. Annual subscription $4.20.**

A monthly magazine whose announced purpose is to encourage overseas manufacturers to sell to the British import market. Gives information on 10 different commodity categories, and carries a listing of the exchange rates for most of the world's currencies.

For further information contact Atlantic Promotions Agency Inc., 136 Liberty St., Room 501, New York 6, N.Y.

***Latin America: A Positive View.* By the Editors of *Vision*. New York, 1963. 14 pp. $1.**

A look at the encouraging side of the Latin American economic picture, prepared in the hope that it will add some measure of balance to the U.S. businessman's view of Latin America.

Copies can be ordered from William H. MacLeish, Special Reports Editor, Vision Building, 635 Madison Avenue, New York 22, N.Y.

***International Trade and Development.* By Gerald M. Meier. Published by Harper & Row. New York, 1963. 208 pp. $4.25.**

A systematic analysis of the fundamental principles of the international economics of development, analyzes the changing structure of comparative costs in the course of development; the significance for poor countries of secular movements in their terms of trade; the relations between capital formation and the maintenance of balance of payments equilibrium; the developmental role of international capital movements; the use of commercial policy as a component of development programming; and the potential for transmitting development through foreign trade.

Order from Harper & Row, 49 E. 33rd St., New York 16, N.Y.

***International Contracts: Choice of Law and Language.* Thirtieth Anniversary Symposium. Edited by Wilis L. M. Reese. Published for Parke School of Foreign and Comparative Law, Columbia U. 1962. Oceana Publications, Inc., Dobbs Ferry, N. Y. 76 pp. $5.**

Set of 6 papers representing contributions by specialists in law, education, government, and industry relative to legal background in drawing up international contracts. Each presentation documented with legal reference citations.

***EEC Report on Business Activity of U.S. and European Firms.* Published by the EEC Development Corporation. New York, 1963. 12 pp. $2.**

Set up in chronological order (from April 1962 to June 1963), the report describes, mergers, affiliations, licensing arrangements, branch office operations and the formation of new firms. A special section lists new products from the European Community. The bulk of the information used was extracted from EEC, The European Common Market Newsletter.

The report can be ordered from The European Common Market Development Corporation, 210 East 53rd St., New York 22, N.Y.

***Promotion and Control of Industry in Postwar France.* John Sheahan. 1963. Harvard U. Press, 79 Garden St., Cambridge, Mass. 301 pp. $5.95.**

An analysis of France's postwar economy, and of five French industries—aluminum, steel, industrial equipment, and cotton textile—with brief cross-section comparisons of performance with regard to output, labor productivity, relative prices and exports. Discusses economic planning as practiced in France, the characteristics of Government enterprises, effects of price controls, promotion and protection of industry, concentration and competition.

Travel Service guide lists U.S. agents for foreign visitors

5,000 copies distributed overseas for use of foreign travel agents promoting travel to the U.S.

Travel agents and tour operators across the nation are actively setting their sights on more business at the receiving end of international travel.

The Department of Commerce's U.S. Travel Service has issued a 32-page booklet listing more than 500 travel specialists in the U.S. who offer tours, escorts for groups, guides, transfers and other services required by the increasing volume of international visitors to this country.

Long engaged in the practice of selling trips to other areas of the world, U.S. travel agents and their counterparts abroad are being brought closer together in a new kind of relationship as a result of the joint Government-industry "Visit USA" program. In April the Travel Service circulated a questionnaire to 4,000 travel agents, asking if they were interested in servicing visitors from abroad and if they were equipped to do so. The recently issued booklet is the result. It lists travel agents and their facilities in 46 states and the District of Columbia.

Initial distribution

An initial supply of 5,000 copies of the booklet will be provided to USTS offices in London, Paris, Frankfurt, Rome, Mexico City, Sao Paulo, Bogota, Sydney and Tokyo for distribution to travel agents abroad. The purpose of the list is to serve travel organizations and individuals promoting travel to and through the U.S.

The booklet represents the first comprehensive listing of this type. The USTS Visitor Services Division plans to revise the list periodically and new listinge are welcomed.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701955/1

Calendar

for international traders

July

16—Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

16—Luncheon meeting of the International Trade Club, Los Angeles Athletic Club, **Los Angeles, Cal.** Subject: "Export Markets in 1963—Latin America, Africa, Middle East, and Europe."

August

1—Monthly meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

20—Luncheon Meeting, International Executives Assn. Hotel Statler-Hilton, **New York, N.Y.**

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel, **Denver, Colo.**

September

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Send to:

Editor, International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230

QUARTERLY INDEX

International Commerce

free

Single copies mailed without charge. Complete and mail coupon below for complete listing of all major articles on international trade published in this magazine

PUBLICATIONS DIVISION, BIC
U.S. DEPARTMENT OF COMMERCE
WASHINGTON, D.C., 20230

Gentlemen:

Please put my name on your mailing list to receive the quarterly Index of International Commerce when it is issued.

Typing must be confined to length indicated according to style of typewriters used.

Start ↓ Elite ↓ Pica ↓ Exec. ↓

Firm _____

Person's name _____

Street address _____

City, zone and state _____

INDEX

UNITED
GOVERNMENT PR
DIVISION OF PUBL
WASHINGTON

OFFICIAL B

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

BADGE OF HONOR

If you export, you are entitled to use this symbol in your <u>domestic</u> advertising

Every American company that sells overseas serves its country, as well as its stockholders. For expanding exports is the free enterprise way to help solve our country's critical balance-of-payments problem.

If you sell overseas, the United States Department of Commerce feels it is only just that your countrymen should know that your company is doing its part to halt the flow of gold from this country.

Accordingly, every company that sells overseas is entitled to use the symbol shown above with the slogan "Serving America—Selling the World" in its *domestic* advertising. This badge of honor in your advertising not only properly notes your company's contribution to your country, but it encourages others to export.

You may use the symbol in any size you desire, in either four-color or black-and-white. Just send evidence of overseas sales to the United States Department of Commerce, Washington, D.C., 20230, and you will receive official authority to use the emblem in your advertising, on your invoices and letterheads or as a die for your postage meter.